

The



633

CHEMIST AND DRUGGIST

Established 1859

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NOVEMBER 28, 1931

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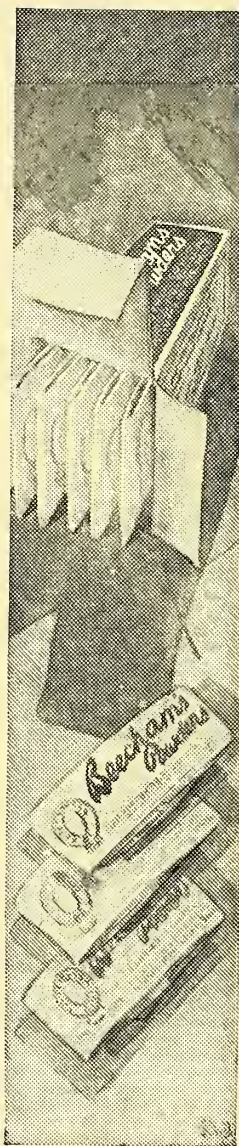
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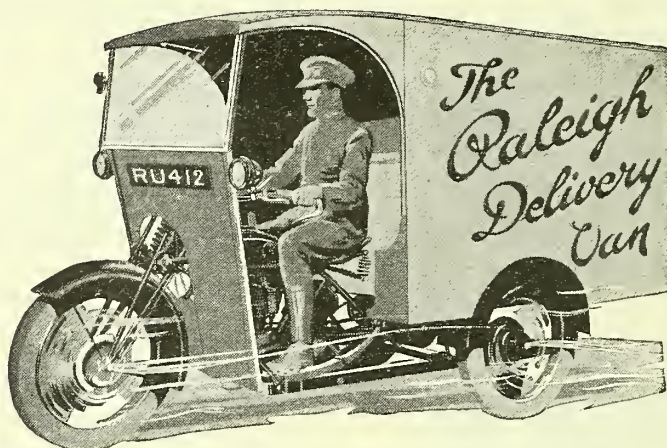
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the pleasure of a personal interview.*

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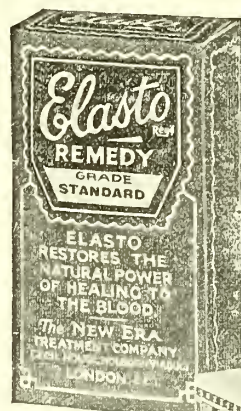
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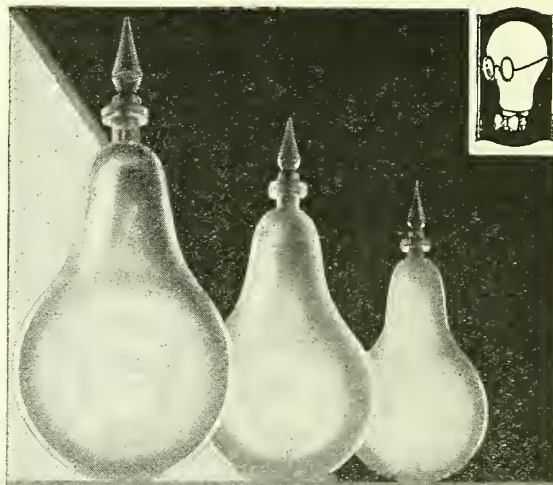
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Pearl
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187



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	7 oz. "	27/- " " "	3/- " " "
	14 oz. "	49/6 " " "	5/6 " " "

Less 5% monthly account. 1 case assorted less extra 5%

LISTERINE TOOTH PASTE AND SHAVING CREAM 10/- per doz.

Less 5% monthly account. 1 gross less extra 7½% 3 gross less extra 10%

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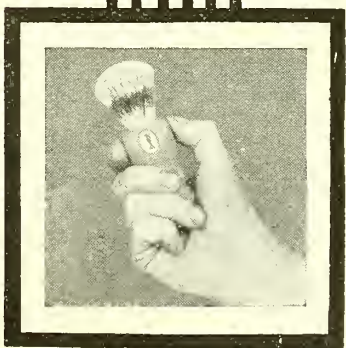
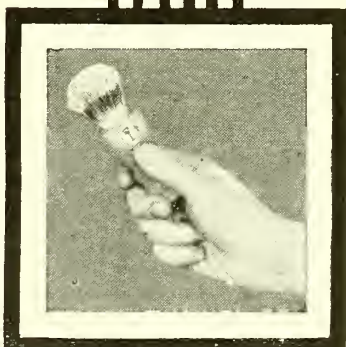
But whichever way you hold it, the 'Suregrip' shaver is comfortable and safe. It fits the hand snugly and provides a resting place for thumb and fingers—that's because it is modelled on plasticine moulds of actual hand grips.

And that's the way to sell the 'Suregrip' shaver. Put it into the customer's hand. Tell him to grip it how he likes and to judge for himself whether the hold is satisfactory. As soon as he has the 'Suregrip' in his hand, he will realise that he is holding the most practical and efficient shaving brush ever made.

And while he still has the 'Suregrip' in his hand, point out its other features: The brilliant colours of the MORITE MONOPIECE SAFETIHANDLE, the freedom from cracks and crevices that harbour dirt and germs, the fact that it is made by Maws, doubled silvered wire bound and cement set, sterilised and guaranteed.

Sell the Suregrip this way and it will quickly become your best selling shaving brush.

Order immediately the Standard Suregrip selection—one dozen brushes with free polished wood display case £3 8 6.



MAW: LONDON & BARNET

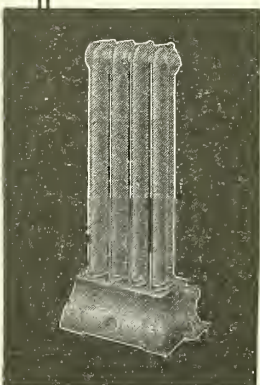
A WELCOMING WARMTH

for your customers

A CONGENIAL, uniform warmth throughout the shop is economically provided by Wright's Gas Radiators. For trouble-free, dependable service no other method approaches the excellence of these easily installed units. No supervision is required, for the radiator cannot overheat. "Regulo"-control automatically reduces gas consumption immediately a predetermined temperature is reached. Considerable saving in gas is thus effected.

Each radiator is an independent unit so that heat distribution may be general or localized at will.

Four types are available—the "St. David," "St. Martin" and "St. Vincent" (all "Regulo"-controlled), and the "St. Bernard" (fitted with a governor).



The "St. Martin"
"Regulo"-Controlled

**WRIGHT'S
GAS
RADIATORS**

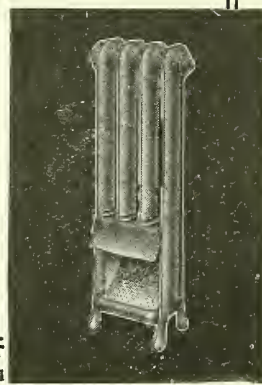
JOHN WRIGHT & COMPANY

Essex Works, Aston, Birmingham

(Radiation Ltd., Proprietors)

See them at the
Gas Showrooms

"REGULO"-CONTROLLED



The "St. Bernard"
Governor Controlled

HARVEY'S

Watts' Embracation, or Curb Bottle.
Aconite Powders.
Worm & Condition Powders.
Watts' Red Lotion.
Hair-Restoring Ointment.
Edos, or Tasteless Purging Powder.

HARVEY'S

Great

Protected Prices
(P.A.T.A.)

Remedies for the Horse

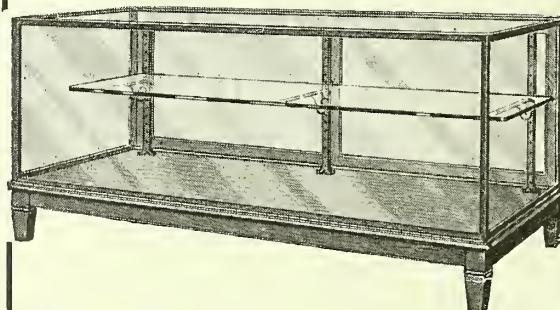


HARVEY'S

Koppos Powder.
Parasiticide.
Thrush Specific.
Hoof Ointment.
Skin Specific for Dogs.

Of all the leading Druggists' Sundries Houses
HARVEY & COMPANY, Ltd., Dublin

GLASS COUNTERS BRING MORE TRADE



No. CD/SF 2920. A soundly constructed Display and Serving Counter made in our own works at Holloway Road—6 ft. x 3 ft. x 2 ft. oak or mahogany framing, glazed new $\frac{1}{4}$ " drawn plate glass top, front, and ends. Clear glass sliding doors at back. Interior fitted 1 row of shelves 12" wide, brown bronze bars and brackets.

DEFERRED TERMS.

An initial payment of 18/10 secures this counter, and 11 further equal monthly payments of the same amount make it your own complete property.

£10-15-0

Cash Price. Ex. Works.

Send for our New List No. C.D.1260.

DUDLEY & COMPANY, LIMITED
451 HOLLOWAY ROAD, LONDON, N.7
City Showrooms: 65-66 FORE STREET, E.C.

Do You Know That There Are Over 3,000,000 DOGS

in England, Scotland and Wales?

—And Many More Cats?

Get this Big
Trade By Stocking

—and that their vast number of Owners are appealed to week after week by large compelling advertisements for SHERLEY Products in both the National and Canine Press. Prices are protected and good profits are ensured. All goods are supplied on terms which eliminate all risk of loss.

SHERLEY'S DOG & CAT MEDICINES



QUANTITY TERMS

—are available for SHERLEY'S Tonic & Condition Powders and Worm Remedies—now packed on attractive Display Cards. Also for £2 Assorted Parcels.

Full Literature and Sales-Compelling Show Cards are available. Send a Postcard for particulars to:—

A. F. Sherley & Co., Ltd.
18 Marshalsea Road,
LONDON S.E.1.

LACTOL AND LACTOL BISCUITS

Continuous and Steadily Advertised Goods
FOR DESTROYING RATS AND MICE

DANYSZ VIRUS

Retail Price (Protected).	Net Wholesale Price
Virus for Rats and Mice, single tube, 2/-	15/- per doz.
3 tubes, 5/-	
Virus for Mice only - single tube, 1/6	9/- „ „
3 tubes, 3/-	

Date-expired tubes returned to us postage paid will be exchanged free of charge.

Danysz Virus in Liquid Form

Retail Price	Wholesale Price
Quart Bottles 6/- each	4/6 each
Pint „ 4/6 each	3/9 „

HALLER'S EXTRACT OF SQUILL and DANZO RAT KILLER

Discount off Retail Prices 25% Monthly Account, or 33 1/3% cash with order.

Retail	Monthly a/c	Cash with Order
1/2 gall. tins .. 10/-	7/6	6/8
1 „ .. 18/-	13/6	12/-
5 „ .. 80/-	60/-	53/4

DANZO BEETLE POWDER

For destroying Blackbeetles, Cockroaches, Crickets, &c.

Retail Prices (Protected)	Wholesale prices per doz.
In tins 3d.	In boxes of 2 doz. 2/1
6d. „ ..	1 „ 3/8
1/- „ ..	1 „ 7/3
2/6 „ ..	1 „ 18/-

Danzo Beetle Powder will not deteriorate by keeping.
CARRIAGE PAID ON ALL ORDERS.

To be obtained from

HALLER LABORATORIES, LTD.
325 Borough High Street, LONDON, S.E.1

Telegrams: "Virudana, Sedist, London."

Telephone: Hop 2717

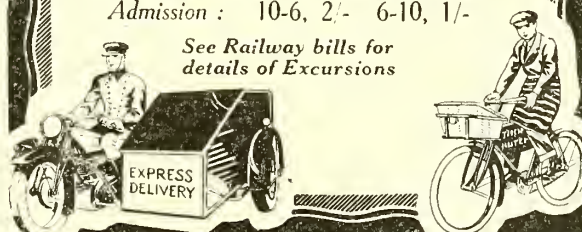
How to CUT DELIVERY COSTS

Carry by Cycle or Motor-Cycle Carrier or by 3-wheeled motor-van and save the tax, insurance and running costs of a 4-wheeler! Carrier Cycles have no running costs. Motor-Cycle Carriers and Commercial 3-wheelers only £4 tax. The low prices and exceptional value-for-money of the latest money-saving carriers at Olympia are an important contribution to National Economy.

Visit the CYCLE & MOTOR CYCLE SHOW OLYMPIA LONDON NOV 30 - DEC 5

Admission: 10-6, 2/- 6-10, 1/-

See Railway bills for
details of Excursions



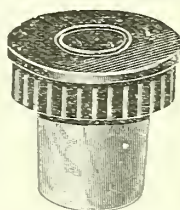
CINNAMON OIL

White, Tomkins & Courage Ltd.

REIGATE



STOPPERS



200 Varieties
Any Colour.

A suitable Composition Stopper will enhance the selling value of your package. Let us fit your Bottles and quote you.



T. WEBSTER & Co., Ltd. Telephone : Mountview 0952
Diamine House, Middle Lane, Hornsey, LONDON, N.8

Xmas Window Posters, Showcards, & Window Decorations

will give that finishing touch to convince the potential buyer that yours are the goods for Christmas presents. Illustrated List, in colours, No. C.N. 1279, showing tickets, posters, window slips, and all decorations applicable to the festive season, free on mention of this journal.

DUDLEY & CO. LTD. 451 HOLLOWAY RD. LONDON, N.7.
City Showrooms—65-66 FIVE STREET, E.C.

WINNER STOCKING DYES

Make OLD, FADED or SPLASHED STOCKINGS of any material like NEW again.

Smartly packed in Waxed Tubes and Cartons. Supplied in 12 Latest Stocking Colours :—Copper Beech, Suntan, Nude, New Brown, Beige, Bulrush, Cocoa, Florence Mills, Rose Glow, Smoke Grey, Dago, Gunmetal.

Price 2/- per dozen. Retail 3d. per Tube. Very attractive Display Case free with 1 gross.

Order to-day from :
WHITAKER & CO. (Kendal) LTD.



WINNER HOME DYES

THE FINEST OBTAINABLE for WOOL, SILK, COTTON, etc.

Smartly packed in Waxed Tubes and Cartons. Supplied in 24 Specially Concentrated Fast Colours :—Black, Navy Blue, Blue, Saxe Blue, Royal Blue, Fawn, Brown, Dark Brown, Nigger Brown, Purple, Lavender, Mauve, Green, Dark Green, Emerald, Red, Pink, Cherry, Old Rose, Grey, Cream, Yellow, Orange, Brick.

Price 2/- per dozen. Retail 3d. per Tube. Very attractive Display Case free with 1 gross.

DYE SPECIALISTS **KENDAL, ENG.**
for Chemists,

CHLOROPHYLL AND YEAST TABLETS

An entirely new speciality
from the **AYRTON LABORATORY**

A most valuable tonic, constructed on modern scientific principles, containing Vitamins A and B, naturally occurring Glycerophosphates, and Iron in a readily assimilable form.

The Tablets fulfil at many points the needs of those requiring a restorative after illness, or assistance in building up the system after the wastages of disease. They act as a corrective of modern diet, supplying some of the Vitamins often deficient in our everyday fare.

R. Chlorophyll ..	5.00
Yeast ..	20.00
Ferri Phos. ..	10.00
Lecithin ..	1.25
Excip. to..	100

Bottles of 50 cartoned and cellophaned
per **9/6** dozen
in display box.

CHLOROPHYLL TABLETS

"The modern tonic for the middle ages (of life)."

Bottles of 48
Cartoned and Cellophaned
per **4/6** dozen

**AYRTON, SAUNDERS
& CO. LTD.
LIVERPOOL
ENGLAND**

COMPOUND CELERY PILLS

Nature's remedy for Rheumatism and acute affections of the joints, etc., having Uric Acid origin.

Cartoned and Cellophaned
in Display Boxes.

^{48's}
4/6 per dozen ^{144's}
13/-



CHEQUES FOR 10/-

Hundreds have accepted our offer and are now selling the **BRITISH LINIMENT** at 1/6 per bottle and making more profit for themselves.

P · K · L

(PAIN KILLING LINIMENT)

Window display, Cheque for 10/-, and Bonus of six bottles with each six dozen.

Per Dozen **12/-**

THANK YOU !

for the amazing sale of
**AYRTON'S
COUGH CANDY**
— Selling in Tons —
Note the prices again

Per lb.	-	-	-	8d.
28 lbs.	-	-	-	@ 7½d.
56 lbs.	-	-	-	@ 7¼d.
Cwt. lots	-	-	-	@ 7d.
5-cwt. lots	-	-	-	@ 6½d.

The original combined Cream and Powder

la **VELOUTY**

de **DIXOR** Paris



The advertised line that you are asked for.

NOW ON P.A.T.A.

Samples free upon receipt of trade card or billhead.

PRICES—No. 1. Handbag tube 3/- doz. Retail -/4½
 No. 2. Small tube - 4/- " " -/6
 No. 3. Medium tube 7/- " " 1/-
 No. 4. Large tube - 14/- " " 2/-
 No. 5. Super tube - 22/- " " 3/-
 Pots - - 21/- " " 2/9

Made in four shades:

WHITE, IVORY, NATURAL and OCHRE.

Obtainable from your regular Wholesaler or direct from the Sole British Agents:

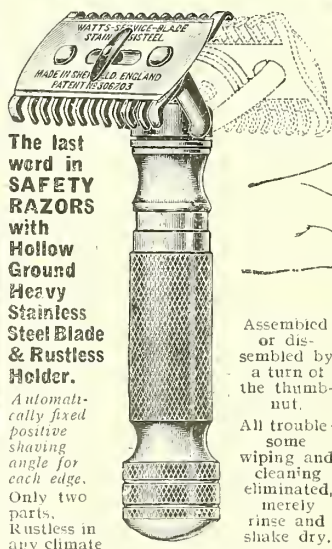
DEBACQ & HARROP,

68 Newman Street, Oxford Street, London, W.1.

Sole Distributors for

Northern Ireland: **ROBERT MAYRS & CO.,** 43 Chichester Street, BELFAST
 Irish Free State: **MAY, ROBERTS & CO. LTD.,** Grand Canal Quay, DUBLIN

THE NEW WATTS-SERVICE SAFETY RAZOR



The last word in SAFETY RAZORS with Hollow Ground Heavy Stainless Steel Blade & Rustless Holder.

Automatically fixed positive shaving angle for each edge. Only two parts. Rustless in any climate

Holder and Two Thick Hollow Ground Blades in box

5/-

Super Sets from 12/6 to 42/-

Assembled or disassembled by a turn of the thumb-nut.

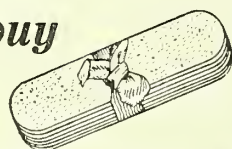
All troublesome wiping and cleaning eliminated, merely rinse and shake dry.

MANUFACTURED BY

JOHN WATTS (Sheffield and London) LTD.
 Lambert Works, Sheffield, England.

London Office and Showroom: 18 Soho Square, W.1

No need to buy
abroad!



We can supply all your

MANICURE GOODS

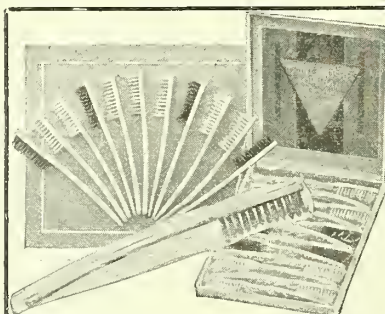
At Prices which meet Foreign Competition

Wholesale Houses only supplied.

ROBERT LEE, 14 Calverley Grove,

Phone: Archway 2144.

N.19



THE
"STATIC"
TOOTH
BRUSH

BONE HANDLES
WHITE,
UNBLEACHED,
OR BLACK
BRISTLES

Names free on
6 doz. lots.

6/6 per doz.
From all wholesalers

MANUFACTURERS:

W. R. SPEER & SON, 215 Dalston Lane, E.8.

EST. 100 YEARS.

Keep a Good Stock of These Pre-eminent Hair Toilet Preparations

HARLENE Hair Toilet Preparations are Pre-eminent for their Quality and Efficacy. And the Public are told this week after week in millions of copies of the biggest National Newspapers in the country. By a forceful and regular extensive Advertising

Campaign HARLENE Preparations are always kept right in the public eye, and the Public BUYS. Therefore it behoves YOU to keep a good stock of these popular Hair Toilet Requisites always on hand. Among the HARLENE range the most Popular are

“Harlene”

HAIR GROWER & TONIC

“CREMEX” Shampoo Powders

“U Z O N”

Brilliantine

“HARLENE”

Wave - Setting Lotion

“ASTOL”

For Grey Hair

“HARLENE”

Hair Fixative

NOTE

Terms to the Trade are Generous, and you know that when you stock Harlene Preparations they are never left “on the shelf.”

Please address all communications to the Company as under.

NOTE

EDWARDS HARLENE, LTD.

20-26 Lamb's Conduit St., London, W.C.

Mercolized Wax

for the Complexion

Extensively Advertised. Always in Demand.

*There is no risk in holding full stocks.
Every woman is a potential buyer.
Sales are regular and repeats certain.*

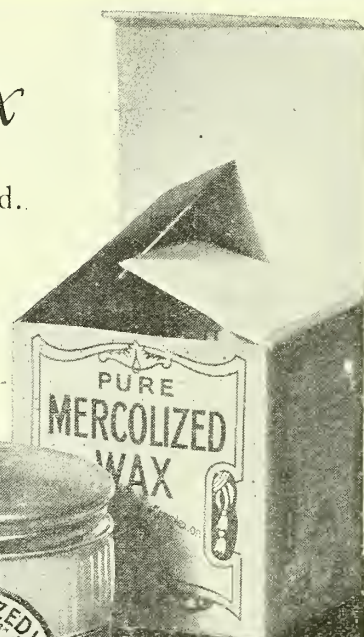
Stallax

*a Shampoo—also popular,
and shows a handsome profit.*

Dearborn

(1923) Limited

37 Gray's Inn Rd. London. W.C.1.



Telephone,
Holborn. 9669

PHILIP H. MASON'S

OLD-ESTABLISHED

HAIR - BRIGHT HENNA SOAP

NOW NATIONALLY ADVERTISED

WITH OTHER FAMOUS PHILIP H. MASON PRODUCTS

PHILIP H. MASON'S:—

HAIR-BRIGHT HENNA SOAP. Retail at 1/6, per doz. 12/-.
A rich, super-fatted Hair-Shampoo Soap. Gives lustrous sheen to the hair and brings out its natural waves.

DE-MOLE Brand Wart and Mole Remover. Retail 1/6, per doz. 12/-. Safely and painlessly removes Warts and Moles without staining the skin. Leaves no mark or scar.

Permanent DYE-LASH. Retail 3/9, per doz. 30/-. An indelible Eyebrow and Eyelash Dye which lasts for weeks, stands washing perfectly, is harmless, and easily applied.

OXIL FRECKLE BLEACH. Retail 2/-, per doz. 16/-. Removes Freckles and Brown Marks. Decolorises Superfluous Hair and Down until quite unnoticeable.

WALNUT OIL. Retail 5/-, per doz. 40/-. A simple, safe and reliable tinting brilliantine which hides grey hairs.

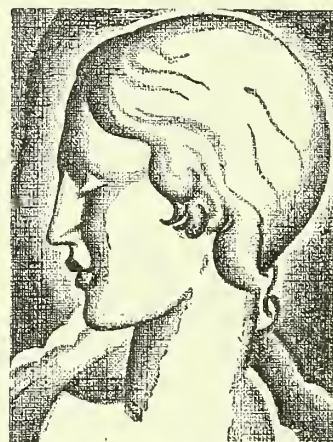
FREE on request, FULL LIST of Philip H. Mason Toilet Preparations, sold for over 40 years throughout Great Britain and the Colonies.

These Products are now obtainable from all Wholesalers or from the London Depot, MAISON SOUTHCOMBE, 167 Strand, W.C.2.
Telephone: Temple Bar 1733. Or from—

PHILIP H. MASON & SON

Manufacturing Chemists and Toilet Specialists

Cathedral Laboratories :: NORWICH



**IT'S BRITISH
THROUGH & THROUGH**
British, and the best

Protect your trade by protecting the customer. Sell Nuctone exclusively for recolouring of hair.

Keep British money in the Country

Nuctone
SAFE FOR GREY HAIR

BUY BRITISH

1/- & 1/6

6° & 1/-

3/- 53182

6° & 10°

6°, 7½°, 10° & 1/-

3 SIZES EACH IN SEPARATE CARTON

3 SIZES EACH IN SEPARATE CARTON

3 SIZES VARIETIES EACH IN PRESENTATION BOX

See that the toilet products you sell bear the name Vinolia—now that everyone is insisting on British goods. You can guarantee VINOLIA to be not only BRITISH-OWNED and BRITISH-MADE, but the best that money can buy. Every Vinolia product sold means more work for British workpeople and more profit for YOU.

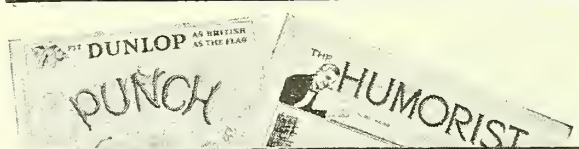
VINOLIA

SOAP, SHAVING CREAM, SHAVING STICK
TOOTH PASTE, EAU-DE-COLOGNE
LAVENDER WATER, PERFUMES
CHRISTMAS GIFT BOXES

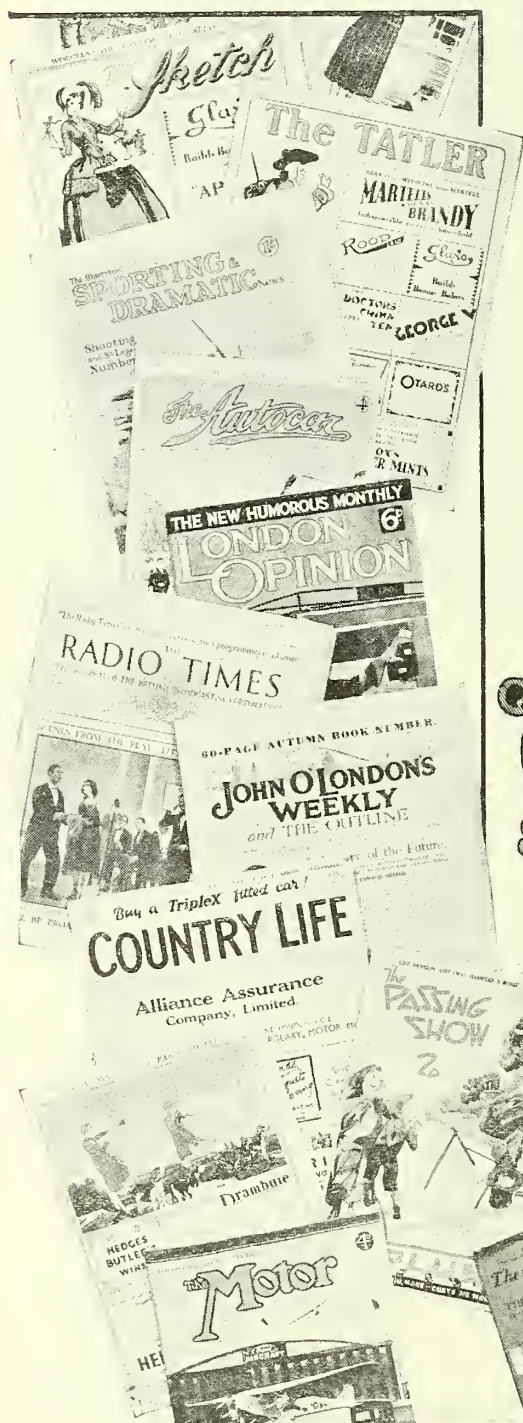
Send now for
**BONUS
OFFERS
CHRISTMAS
PRICE LIST
and
NEW DISPLAY
MATERIAL**

VT 88-29

VINOLIA CO., LTD., BEBINGTON, CHESHIRE



At least 2,600,000 READERS WILL SOON KNOW ALL ABOUT 'CHUBBY'



'Chubby' is a "best seller." It sells on merit as a "quality" soap—and it sells for the good appearance of its container, too.

Backed by the powerful stimulus of national advertising, 'Chubby' will soon be known to all men—men who will recognise that here is *economy* and *tidiness* in the shaving rite. To display 'Chubby' is to sell it. Men will buy on sight, and the handsome container will appeal to women as suitable for Christmas giving. Display a box of six 'Chubbies,' and see how quickly they go.

The fourteen journals carrying 'Chubby' advertising have a combined circulation of 2,600,000—and they are all papers which have more than one reader per copy.

Here they are:

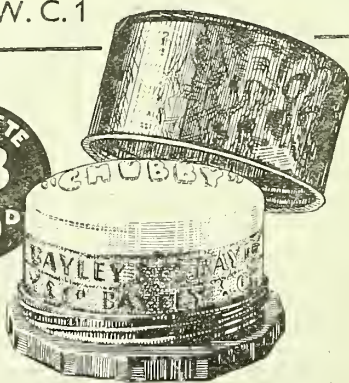
- | | |
|--------------------------|-----------------------------------|
| "Punch" | "Radio Times" |
| "Passing Show" | "Tatler" |
| "Humorist" | "Sketch" |
| "London Opinion" | "Bystander" |
| "John O'London's Weekly" | "Country Life" |
| "Motor" | "Illus. Sporting & Dramatic News" |
| "Autocar" | "The Countryman" |

'CHUBBY' SHAVING-STICK

Usual Trade discounts from your wholesaler or direct
BAYLEY & Co., Makers of fine soap since 1739

Norwich House
Southampton Street
London, W.C.1

Retail
Prices



Frozoclone

REGD.

is the Original
Solid Eau de Cologne



BUY BRITISH

Full show material
.. on request ..

To show our appreciation of your support and co-operation we have reduced the wholesale prices as follows :

Large size 3 6, per doz. 28/-, Small size 2 -, per doz. 16/-,
P.A.T.A. P.A.T.A.

There will be no alteration in either quality, quantity or mode of packing.

Carnaï



Nail Polish :

Retails at 1/9. Per doz. 14/-

Cuticle Remover :

Retails at 1/6. Per doz. 12/-

R. DEMUTH'S LABORATORIES

68 SALUSBURY RD. & MONTROSE AVENUE, N.W.

B B

BOURJOIS

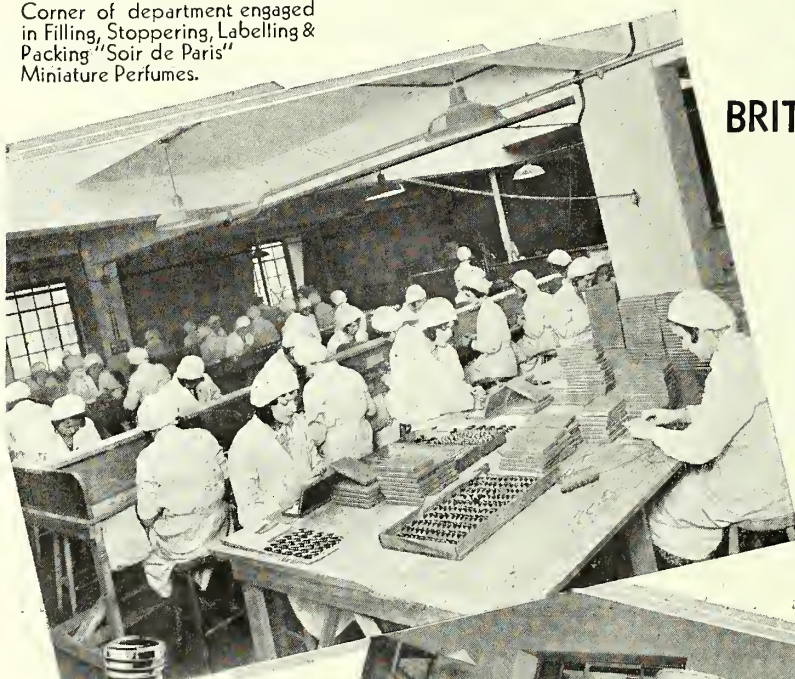
creators of "SOIR DE PARIS"
and "ASHES of ROSES"

EMPLOY

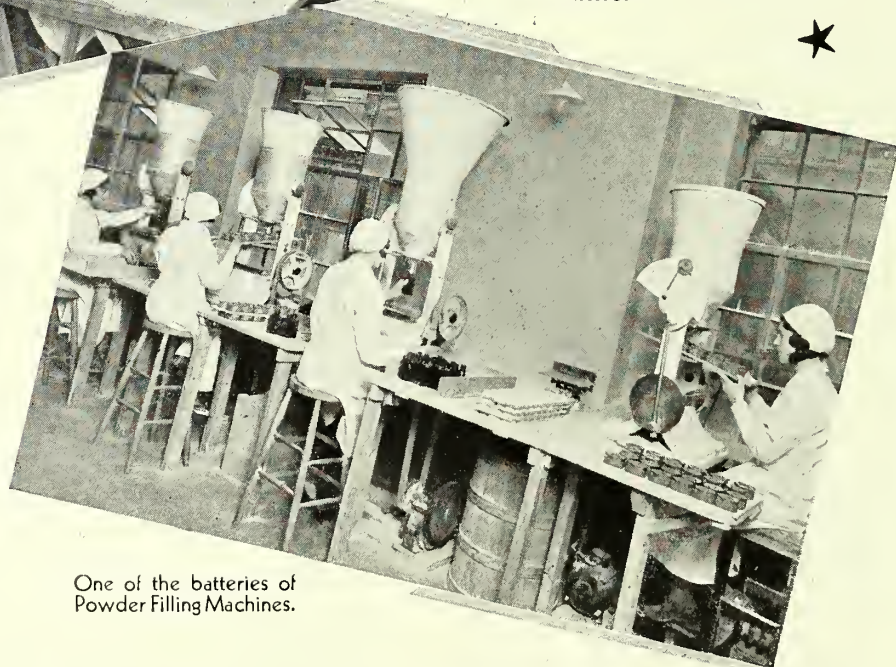
400

BRITISH WORKPEOPLE

Corner of department engaged
in Filling, Stoppering, Labelling &
Packing "Soir de Paris"
Miniature Perfumes.



Two very extensive and well-equipped London Factories, under entirely British management, chemists and direction, are being worked to their fullest capacity in the production of our ever popular Toilet Series and Toilet Soaps, and our friends in the trade are cordially invited to visit our Factories at any time.



One of the batteries of
Powder Filling Machines.

VIEWS OF OUR LONDON FACTORIES

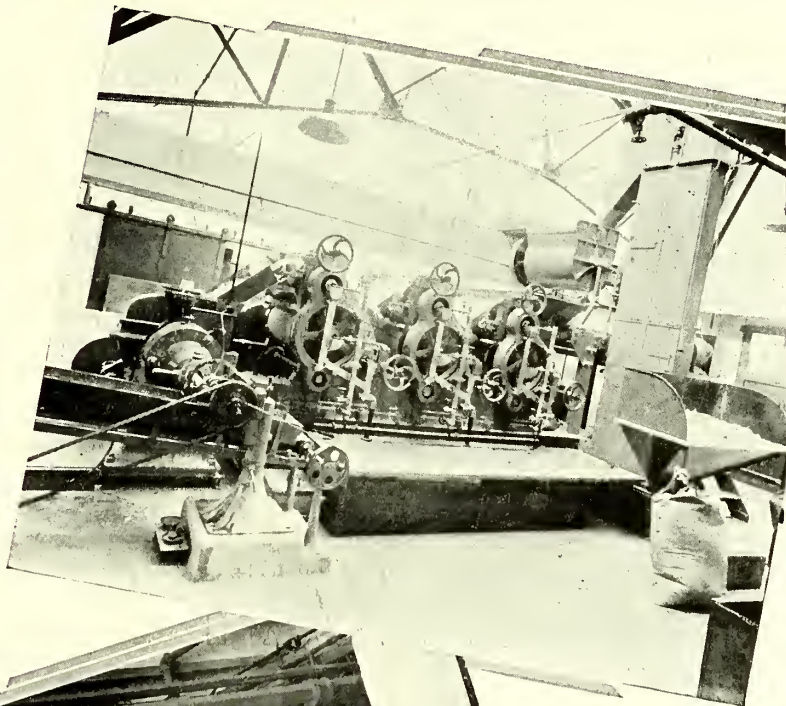
Offices: 4, WATER LANE, E.C.4

Factories: 71-73, CARTER LANE, E.C.4, and RIVER PLATE WHARF, UPPER GROUND STREET, S.E.1

BOURJOIS

TOILET SOAPS

are exclusively made in our up-to-date Factory in Southwark on the very latest mass production lines and under the best possible hygienic conditions. Every tablet carries a guarantee of British manufacture, purity, 80% fatty acids and that no fillings are employed.



General view of one unit of Continuous Automatic Plant.

Corner of Finishing and Packing Department

BUY BOURJOIS
PERFUMERY, TOILET ARTICLES and
SOAPS and HELP BRITISH LABOUR

*The
Prices
of*
COTY
CREATIONS
*still remain
unchanged*

THERE IS NO INCREASE

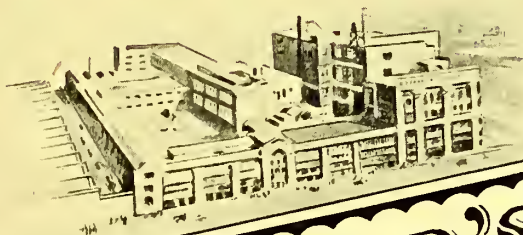
SPECIAL CARD SENT ON APPLICATION

Coty (England) Ltd., Coty House, 3, Stratford Place, London. W.1.
Telephone : Mayfair 7244-49.

Telegrams : Paricoty, Phone, London.

Potter & Clarke

LIMITED



POTTER'S CATARRH PASTILLES



Potter's Catarrh Pastilles are of outstanding merit. They have captured the approval of the public and there is good business and profit for you in stocking this line.

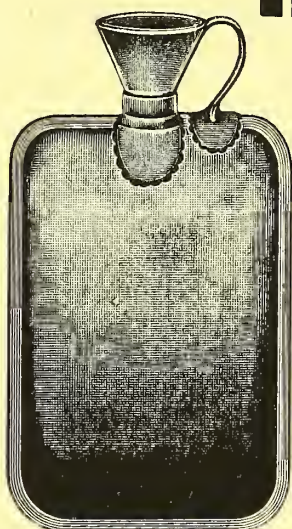
PATA 1/3 11/- doz.

In boxes of 1/2 Dozens.



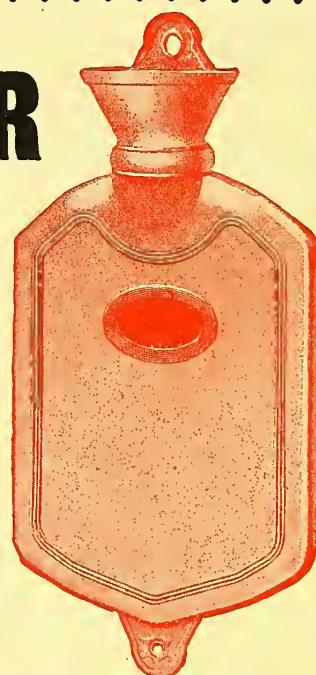
°Phones: **Bishopsgate.** 4761 (5 LINES). **Horsehound.** Grams: 'Phone, London.

60-64 ARTILLERY LANE, LONDON, E.1.
MANCHESTER: 24 Luna St., Gt. ANCOATS.



HOT WATER BOTTLES

**BEST BRITISH
MANUFACTURE**



INDIA RUBBER

BEST BRITISH MAKE

GREY Per doz.	RED Per doz.	Size	COVERS	
			Velour Per doz.	Fleecy Per doz.
33/9	36/3	10 × 8	10/6	6/-
37/-	39/6	12 × 8	12/6	6/9
43/-	46/-	12 × 10	14/6	8/-

MOULDED RUBBER

BEST BRITISH MAKE

Each in Envelope

Red, Blue, Green or Jazz

Per doz.	Size	COVERS	
		Velour Per doz.	Fleecy Per doz.
24/-	10 × 7	9/-	5/9
26/-	12 × 8	10/6	6/3

Colours for Velour Covers—

GREY. LEMON. MAUVE. PALE GREEN. PALE BLUE.
ROYAL BLUE. SAXE BLUE. PINK. ROSE. SCARLET.

Colours for Fleecy Covers—

PALE BLUE. SAXE BLUE. GREY. PINK.

ALUMINIUM

Round, Corrugated, 2 pint size - per doz. 10/6

COVERS FOR ABOVE

Velour, assorted colours - - - per doz. 9/3

3 dozen assorted, less 2½%. 6 dozen assorted, less 5%.



BUTLER & CRISPE

J. H. CRISPE

Cables and Marconigrams :
"ALLUWANT, LONDON."

L. H. CRISPE

Telephone :
CLERKENWELL 2661 (Private Branch Exchange).

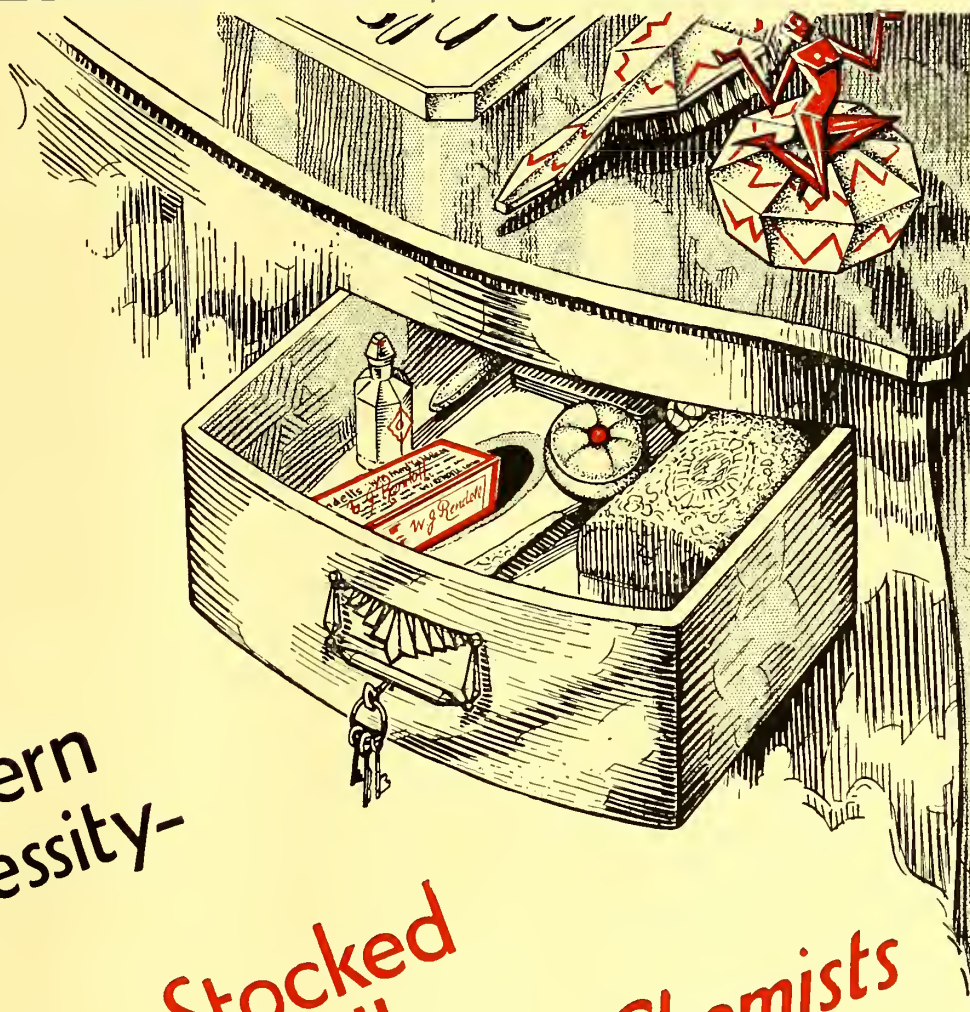
R. P. GOWER

Telegraphic Address :
"ALLUWANT, SMITH, LONDON."

IMPORTERS, EXPORTERS AND DISTRIBUTORS

English and Foreign Proprietary Medicines, Perfumery, Toilet Goods, Druggists' Sundries

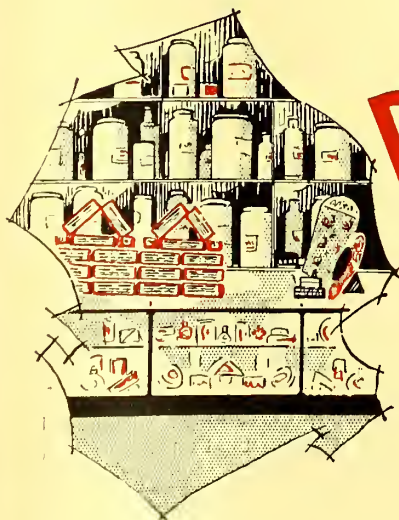
80-84 CLERKENWELL ROAD, LONDON, E.C.1



A
Modern
Necessity-

Stocked
by all wise Chemists

**RENDELL'S
PESSARIES**



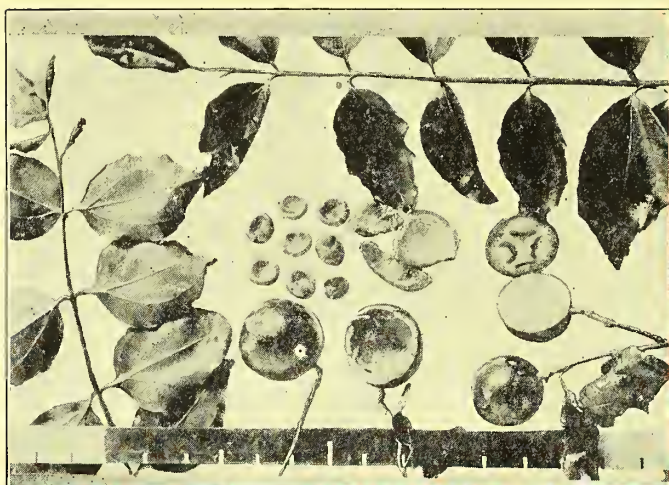
For Advertising Material and Sales
Aids write to:

W. J. RENDELL, LTD.

"HARDWICK HOUSE,"

161/5 Rosebery Avenue, London, E.C.1

The Romance of Empire Drugs (15)



Strychnos Nux-vomica

STRYCHNOS NUX-VOMICA L. is a fair-sized tree indigenous to practically the whole of India, but particularly the coastal areas. The fruit or berry, of orange shape and size, contains a soft, bitter pulp, in which are the four or five seeds.

Nux-Vomica may have been known to the ancients, but there is little evidence to prove this or that the drug, as tradition has it, was introduced to Europe by the Arabians, though the name has been stated to derive from a reference in a Latin translation of Serapion.

There are records that the drug was known in Germany in the 16th century, and it was to be had in England in the time of Parkinson (1640), who states that it was chiefly used for the destruction of vermin.

The largest amounts of the Nux-vomica of commerce come from the Madras Presidency. Collection of the berries is a subsidiary occupation of tribal natives carried on largely by licence obtained at annual auctions arranged by the District Forest Officer. The seeds which contain the active principles are removed when ripe, cleaned, dried and sorted. They are mainly exported from Bombay.

NUX-VOMICA

INDIA

Staff Allen & Sons

possess long experience in the manufacture of preparations of Nux-vomica.

Est.



1833.

Nux-vomica is official in nearly all Pharmacopœias. It is used in medicine as a stimulant and general tonic and owes its therapeutic value to the alkaloids strychnine and brucine. Strychnine was discovered in 1818 by Pelletier and Caventou in St. Ignatius' Beans, and almost immediately following in Nux-vomica. These two scientists (the former a pharmacist) were also the first to isolate quinine.

Wholesale Trade Only

STAFFORD ALLEN & SONS LTD

COWPER STREET, LONDON, E.C.2

MANUFACTURING CHEMISTS

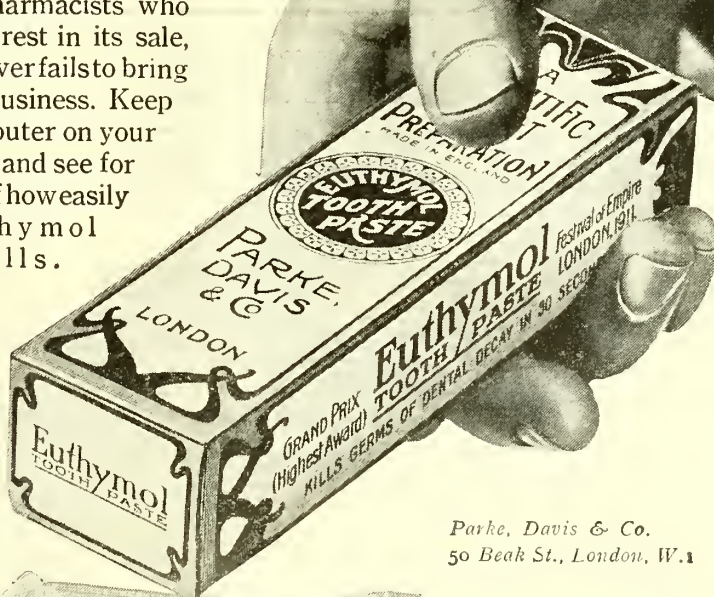
ESTABLISHED 1833

ESSENTIAL OIL DISTILLERS



*Scientific as
well as Profitable!*

MANUFACTURED with the precision that characterises all Parke-Davis products, backed by over 30 years' experience, and standardised to a definite germicidal power, Euthymol Tooth Paste is a sound line that is scientific as well as profitable. To pharmacists who take an interest in its sale, Euthymol never fails to bring increased business. Keep a display outer on your counter, and see for yourself how easily Euthymol sells.



Parke, Davis & Co.
50 Beak St., London, W.1

Made in the P.D. & Co., Laboratories, Hounslow, Near London



TOOGOOD'S

Superior Quality

PERFUMES

Made with 90% Alcohol

$\frac{1}{4}$ pint

3/-

$\frac{1}{2}$ pint

5/-

1 pint Bottle

9/6 each

Supplied in twenty popular odours

Samples and full particulars from
WILLIAM TOOGOOD LIMITED
 77 SOUTHWARK STREET - LONDON, S.E.1

A. S. LLOYD'S EUX-E-SIS.

For Shaving
without
Soap, Water,
or Brush.

CAUTION.

The Labels on GENUINE EUXESIS bear
two signatures—A. S. Lloyd, in black
 ink, and that of his Widow, Aimée
Lloyd, in RED. Refuse any other.

Tubes 1/6 & 3/- ~ 33 $\frac{1}{3}$ % Profit

Sole Manufacturers
and Proprietors :

AIMÉE LLOYD & Co., Ltd.
 23 PANTON STREET, HAYMARKET, LONDON, S.W.

N.B.—When ordering from Wholesale Houses write LLOYD'S EUXESIS (WIDOW'S).

A WORD OF WARNING TO RETAILERS



No. 199.—Standard Model Heavily Plated Razor, Metal case for Spare Blades and one Myatt Daymark Blade, all in handsome Velvet-lined Leatherette spring-lid case.

Price of the set to the public **2/6**



No. 200.—Heavily Plated Daymark Razor, Five Daymark Blades, Spare Blade box, in handsome crushed morocco-grain Velvet-lined Leatherette case.

Price of the set to the public **5/-**



No. 210.—Silver Plated Daymark Razor, Ten Daymark Blades, Spare Blade box in Handsome Plated Velvet-lined case.

Price of the set to the public **10/6**

We feel it our duty to warn retailers that we may not be able to execute orders for Myatt Daymark Razor Sets received after Friday next.

Since the "Buy British" campaign and the appearance of our advertising we have been inundated with orders. One firm alone has ordered 5,000 Daymark Razor Sets for the Xmas trade. There is no more attractive line of Razors on the market.

What we are telling the Public

Myatt Razor Sets are not only made in England; they are made by an All-British Company. The profits remain in England and do not have to be paid over in foreign currency to a parent company in a foreign country. The public realises this difference, which is being increasingly stressed in our advertising, and is showing a decided preference for All-British products of All-British Companies.

More Advertising than ever

During the weeks prior to Xmas, Myatt advertising is being intensified—in national, Sunday and local newspapers, also in weekly and monthly magazines. The public has always responded to Myatt advertising and will be asking for Myatt Razor Sets this Xmas in greater volume than ever before. Don't be in the position where you have to turn away their custom or offer a foreign or semi-British substitute. Back up the "Buy British" movement by placing your order for Myatt Razor Sets **AT ONCE**.

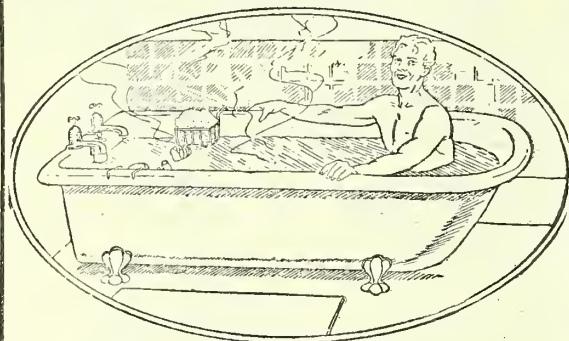
**Stocked by
all Wholesalers**

Sole Manufacturers:

**W. J. MYATT & CO. LTD. Argent Works
BIRMINGHAM**

Telegraphic Address: Argente, Birmingham.

Do you sing in your bath?



YOU WILL WHEN YOU HAVE SEEN

"Suggestions for Seasonable Gifts"

IF YOU HAVE NOT HAD YOUR COPY, PLEASE ASK FOR ONE AND **SAVE WORRY**

and
SELL MORE CHRISTMAS GIFT LINES

"NEWBERY'S"

(F. NEWBERRY & SONS LTD)

Cardiff:
Hope Street

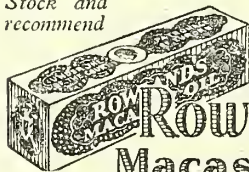
CHARTERHOUSE SQUARE
LONDON, E.C.1

Liverpool:
College Lane

Selling Suggestions

Rowland's Macassar Oil nourishes and revitalises the roots of greying, thinning hair and soon restores it to youthful colour and growth.

Stock and
recommend



J. H. & Co.

Of all Wholesalers
to retail at 3/6,
7/- and 10/6.

Rowland's Macassar Oil

A. ROWLAND & SONS, Ltd., 22 Laystall St.,
Rosbery Avenue, London, E.C.1

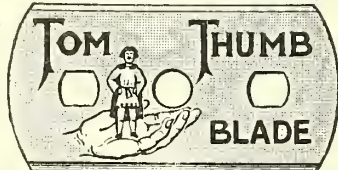
ENGLAND'S LAST WORD

IN SAFETY RAZOR BLADES
THE GREAT "TOM THUMB"

(ACTUAL SIZE OF BLADE)

Retails
at

1d.
each



Retails
at

1d.
each

MADE BY

Brooks, Haywood & Co. Ltd., Shiloh Works, Sheffield

6,000,000

Daily Mail
Daily Express
Daily Chronicle
Daily Herald

PEOPLE

Order a stock TO-DAY
and make sure you do
not disappoint any
of YOUR Customers.

are being told about
the wonderful value of
LAUREL razors & blades

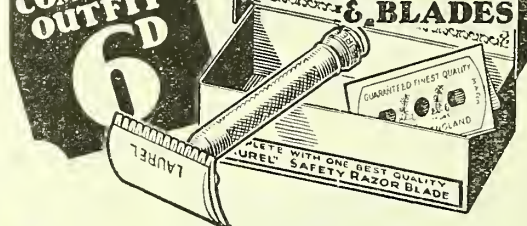
ARE YOU
READY FOR
THE DEMAND?

1/2^D EACH
Per packet
of four 6^D

COMPLETE
OUTFIT
6^D

LAUREL

SAFETY RAZORS
& BLADES

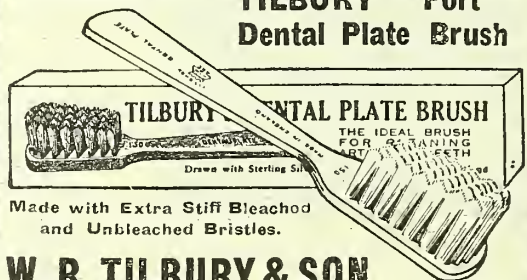


Geo. H. Lawrence, Ltd., 13 Brunswick Rd., Sheffield

Established 1880.

TILBURY "Fort"

Dental Plate Brush



Made with Extra Stiff Bleached
and Unbleached Bristles.

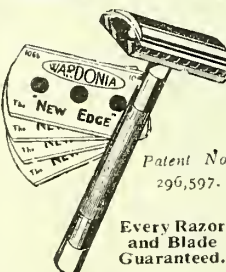
W. R. TILBURY & SON

47 FRAMPTON PARK ROAD, HACKNEY,
LONDON, ENGLAND

THE

WARDONIA

"NEW EDGE" RAZOR!



Patent No.
296,597.

Every Razor
and Blade
Guaranteed.

Sole Makers:

Thomas Ward & Sons, Ltd.,
Wardonia Works,
Sheffield - England

A shaving miracle with
enormous sales! Send
now for trade terms for
the Wardonia "New
Edge" Razor and Blades.
Both scientifically right
and soundly-established
lines at a generous
profit.

CAS

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To Chemists & Perfumers:- **NO ALTERATION IN "4711" PRICES**

The prices of "4711" Eau de Cologne and all other "4711" Toiletries, including "4711" Tosca Perfume and Beauty Aids, remain unaltered for the present. Although circumstances actually justify increased prices, there is no intention to make any changes before Christmas.

"4711" advertising is to continue with unabated force in order to stimulate to the full the Christmas demand for these famous products.

Retailers may order with confidence and are assured of prompt deliveries.

WRITE NOW for Illustrated List and Terms, and for the SPECIAL LIST of "4711" CHRISTMAS COFFRETS to the Sole Importers:

R. J. REUTER CO., LTD.

69 CARTER LANE, LONDON, E.C.4



Genuine
Eau de
Cologne
Blue & Gold Label

PRECIPITATED CHALK

LIGHTEST—MEDIUM—DENSE.
And All Other Grades To Suit Every Purpose.
CHEMICALS FOR ALL INDUSTRIES.

'Phone: Mansion House 7300.

Tel. Add.: "Levermore, Phone, London."

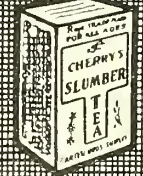
A. LEVERMORE & CO. LTD. ABC Codes.
110 CANNON STREET, LONDON, E.C.4. 5th & 6th Editions.

FRED^K. FINK & CO.

10 & 11 MINCING LANE, LONDON, E.C.3.

TEL.: ROYAL 6094.

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SLUMBER-TEA**
A profitable, easy selling,
all-the-year-round line, with an ever
increasing demand. A counter display will
readily pay you. Particulars, etc., from
CARTER BROS., SHIPLEY, Yorks

FLOWERS OF THE WEALD

LAVENDER, LILAC, LILY, CARNATION
HONEYSUCKLE, JASMIN.

Obtainable from Butler & Crispe
or usual wholesale houses

Terms and samples from

H. R. CAMPLIN - HORSHAM

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PLEASE NOTE**

Attractive sole agency terms can be secured
in many districts for Hobson's Black Beer
(non-intoxicating), "Danzovin" Tonic
Wine, etc. These lines are consistently
advertised to the public. There is a good
demand. Own name literature supplied.

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JOSEPH HOBSON & SON, Ltd., Regent St., LEEDS
'Phone: LEEDS 25270 Telegrams: "SPRUCE," Leeds

IRWIN'S GOLDEN FOOD PRODUCTS:

Olive Oil Emulsion,
without malt - 3/6
Original Golden Food 1/9
Honey & Almonds - 1/9
Skin Food and Hair
Food - each 3/-
Attractive Containers. Booklets Free

16 COLLEGE RD.,
EASTBOURNE, SUSSEX

"LOCKSAL"

MEDICATED BATH SALTS

The New Brine Bath Idea

for Rheumatism, Gout and all Kindred Ailments
are being advertised to the public and are recommended by the Medical
profession. Neatly packed. Good profits. Your usual wholesaler can
supply. Advertising matter and counter bills gladly sent on request.

Special terms from the manufacturer

"LOCKSAL" 86 PRINCESS STREET, MANCHESTER

"VITAMIN TESTED YEAST"

*Yeast specially prepared for medicinal
purposes.*

GUARANTEED ABSOLUTELY PURE.

MIDGLEY & PARKINSON, LTD.,
WARREN WORKS, PUDSEY, LEEDS.

PHOSPHATE OF SODA, Pure

For Food Purposes

ASK FOR SAMPLE AND PRICES

PERRY & HOPE, LTD.

Forth and Clyde Chemical Works, NITSHILL.

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and is the cheapest to the Customer.

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The Teasdale's Chlorodyne Co. 75 Fitzwilliam St. **HUDDERSFIELD**

IT IS AN INDISPUTABLE FACT 'H.M.G.'

in its improved form is the best **CAPPING SOLUTION**
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NEW ERA WORKS.
FITZGEORGE ST., COLLYHURST,
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H. MARCEL GUEST, Ltd.

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For all chemists' purposes

WRITE NOW for samples and prices.

HORNBY & CO. (HULL) LTD.

36 HIGH STREET, HULL

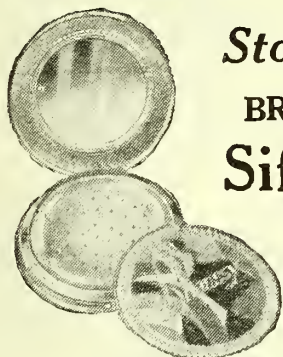
Cachet ^{CLOSING and FILLING} machines

3/6 to 32/6

to suit all Dispensing Requirements.

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Stock & Sell BRITISH MADE Sifter Box

now made in
attractive colours

28/- per doz.

Retail 3/6 ea. P.A.T.A.

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36/- per doz. Retail 4/6 each. P.A.T.A.

Ask for Illustrated List.

Chaussy
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London, E.C.4.

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One of the most effective pieces of public
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THE BUSINESS OF A CHEMIST AND DRUGGIST

It sets forth clearly and concisely the functions of a
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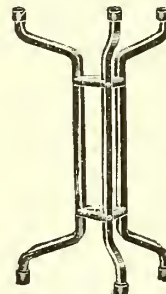
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POLISHED PEDESTAL

Size	Price per doz.	Size	Price per doz.
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12"	12 0	30"	20 0
15"	13 6		

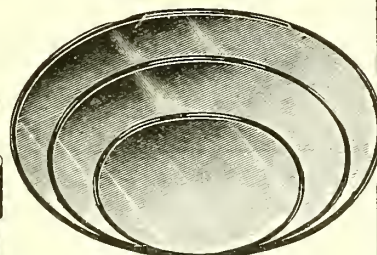


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METAL DISPLAY
PEDESTALS. Fitted Rubber
Studs at top and bottom. Brown
bronze finish. Assorted sizes:
8", 10", 12", 14" high. 24 0 doz.



J. C. KING'S "SUNRAY"
METAL DISPLAY PEDESTAL.
An entirely original design. This
Pedestal will be found most effective for
modern displays. Supplied finished in
Gilt, Silver, Oxidised, or Mottled Brown

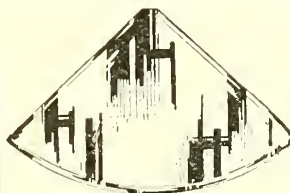
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15"	6 0	24"	10 6



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GRIP FOR
GLASS
CORNER
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1/6 each 15 0 doz.
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SASH SOCKETS
for above, 1/3 doz.

FIRST QUALITY GLASS OVALS
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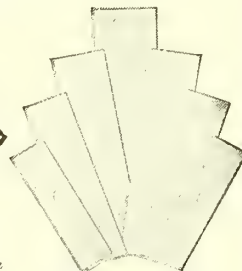
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12" x 9"	1 6	18" x 12"	2 10
14" x 10"	2 2	20" x 15"	3 6
16" x 9"	2 6	24" x 18"	5 4
		30" x 20"	10 6



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1/4" thick. Polished Edges.

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30" x 6"	2 9	36" x 10"	4 6
36" x 6"	3 0	42" x 10"	5 6
30" x 8"	3 6	30" x 12"	4 0
36" x 8"	4 0	36" x 12"	5 0
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WILL BE SENT POST
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Don't wait until your customers ask you about the TROJAN—write to us **now** for descriptive literature, testimonials and trade terms.

**JOHN SHAW & SONS
WOLVERHAMPTON LTD**

(Established 1795)

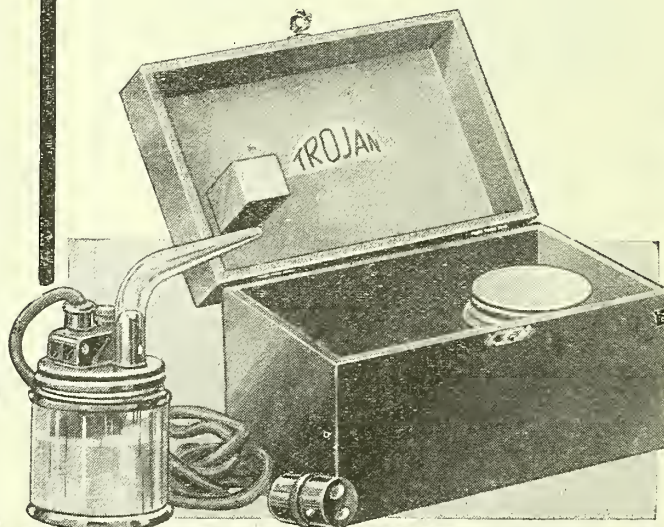
Head Office and Works WOLVERHAMPTON

Telephone : 1001. Telegrams : "Shaw, Wolverhampton."

LONDON BRANCH : 29 Shoe Lane, E.C.4

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RELIABLE

ELASTIC HOSIERY

SEAMED & SEAMLESS

For special garments to measure we maintain a 24 hour service.

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THERMOMETERS**

because they are:-

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Made by
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*-the name the
public knows.*

G. H. ZEAL, LTD.,
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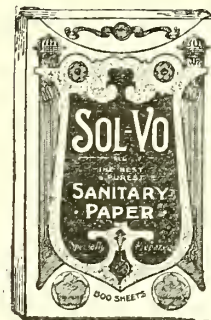
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Three doz. Rolls	approx. 750	per doz. 6/6 net.
Half gross "	perforations	" 6/- "
One gross "	per roll	" 5/3 "
Three doz. Packets	600 sheets	per doz. 10/- "
Half gross "	per	" 9/6 "
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Size of Paper in Packets, 8½ in. x 5¾ in.

CARRIAGE PAID.



THE "M.G." TOILET ROLL

SUPERIOR QUALITY

Three dozen Rolls	approx. 630	per doz. 4/6 net.
Half gross "	perforations	" 4/3 "
One gross "	per roll	" 4/- "

Special quotations for larger quantities.

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NOVIO Toilet Paper is being advertised regularly in the Illustrated and Women's papers. A special sampling offer is being made which is bound to attract new customers to your shop.

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CARTON

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**BLACK BULL WORKS,
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Hard Rubber, Celluloid, Leather and Mole covered Trusses under the

"MASTER"
BRAND
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are sold in all
Markets of the
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"KO-RALLIUM." A new flexible covering for Steel Springs, is immune from Warping, Cracking, Shrinking or Peeling, Non-Inflammable, Impervious to Moisture, Neutral to URIC ACID Secretions.

Supersedes Hard Rubber or Celluloid.

Get to know of this. **It is Something Different!**

Suspensory Bandages and Jock Straps

We offer distinctive lines of outstanding value. Our weaving sheds allow of all intermediate profits being passed to our customers.

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When ordering India Rubber Catheters, Gum Elastic Instruments, Bougies, Self-retaining Catheters, Supra-public Tubes, etc.

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(MADE FROM BRITISH RUBBER) IT IS SAFER!

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DOCTOR'S ADHESIVE PLASTERS with Zinc oxide
THAT DO STICK!

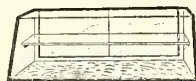
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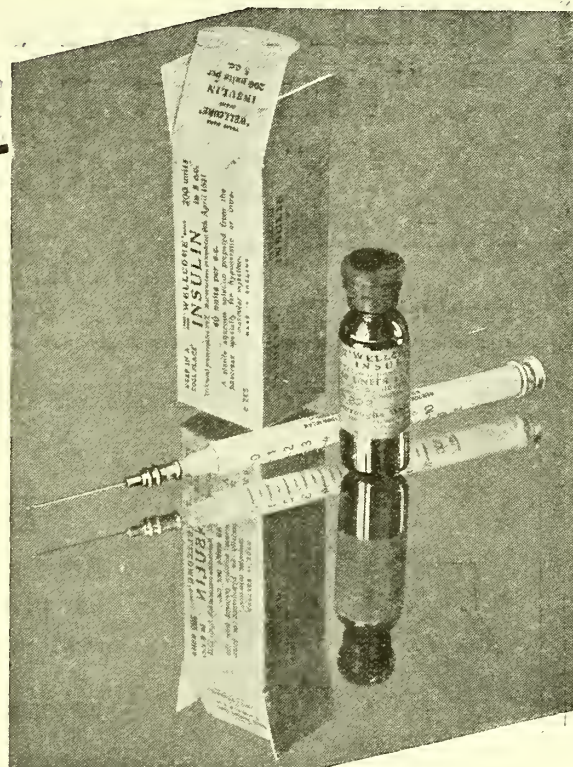
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VOL. 115. NO. 2703

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News of the Week

Dangerous Drugs Acts, 1920-25

WITHDRAWAL OF AUTHORITY: ARTHUR PURVIS

The Home Secretary gives notice that he has withdrawn from Arthur Purvis, L.M.S.S.A., formerly of The Hollies, Billingham-on-Tees, latterly at the City Sanatorium, Birmingham, the authority granted by the Regulations made under the Dangerous Drugs Act, 1920, to duly qualified medical practitioners to be in possession of and to supply raw opium, coca leaves and Indian hemp, and the drugs and preparations to which Part III of the Act applies, and has also directed that it shall not be lawful for the said Arthur Purvis to give prescriptions for the purposes of the Dangerous Drugs (Consolidation) Regulations, 1928. . . .

Whitehall, November 23, 1931.

Inspection of Licensed Poisons Vendors

The Essex public analyst has reported to the County Council that a number of premises and poisons books have been inspected, and in three instances the licensed persons were cautioned. In one case the poisons were not under sufficient protection, the poisons book was not at the shop, and when it was seen it was in several pieces, not kept in date order, with some of the transactions undated. In the other two cases the shopkeeper or the assistant was shown as introducing purchasers; it was pointed out that strangers were not to be supplied with poisons unless introduced by some person who knows them, and that person must sign the book. One dealer pointed out that a hardship would ensue if he were debarred from serving a person with weed-killer who could not find anyone to introduce him. He was told that even a chemist dare not supply poisons in such cases.

Wellcome Research Institution

The corner stone of the new building in course of erection for the Wellcome Research Institution at the corner of Gordon Street and Euston Road, London, W.C.1, was laid by Lord Moynihan, president of the Royal College of Surgeons of England, on November 25. The building, which is to occupy a site measuring 225 ft. by 135 ft., will house several of the Wellcome institutions. British Empire materials, with the slight exception of some Italian marble, are employed throughout. The structure is built around a 2,500-ton steel frame, and the external facings are of Portland stone. Special attention has been given to the construction of the lecture hall, the acoustic efficiency of which is of a high order. A bronze casket containing historical records of the Wellcome Research Laboratories and Museums was placed within the stone by Dr. Henry S. Wellcome and Mr. George E. Pearson. Lord Moynihan, after declaring the stone well and truly laid, said that for forty years Dr. Wellcome had devoted his best energies, and had bestowed his most lavish gifts, with the intention of creating a great research institution, and founding an institute for medical research. Dr. Wellcome's gifts to research benefited many countries. As a result of experiment in medicine, we were gradually replacing anatomy by physiology. Medicine depended not only for its present stability but for its future advance upon a large number of ancillary sciences.

Inquests

An inquest was held at Ealing, London, W., on November 16, on the body of Mr. Charles W. Joy, Uxbridge Road, West Ealing, who was suffering from pneumonia, and was being treated in the King Edward Memorial Hospital, Ealing. It was stated that a day

and a night nurse, not members of the hospital staff, had been engaged to attend upon him. On November 12, when the patient was very ill, Dr. Richards prescribed 3ij of paraldehyde to be given in whisky as a sleeping draught at 10 p.m. The order was given to Nurse L. M. Starkey, who was on day duty, and was reported by her to the night nurse, Nurse G. M. Alexander. In copying the prescription into her day report, Nurse Starkey misread the doctor's sign, and wrote 3ij. Giving evidence, she said that she thought this a large dose, and looked again at the card. She discovered the "two," but did not notice it was "two drachms." She said she had given 3ij doses to other patients. The deceased's son, Dr. E. C. V. Joy, suggested that the doses on those occasions would have been mixtures, and Dr. Richards agreed with him. Other evidence showed that the mistake was discovered when a hospital sister on her rounds looked at the bed card. Dr. Richards was sent for, and telephoned advice given by Sir William Wilcox was acted upon. The patient died a few hours later. Dr. Richards said that the actual cause of death was heart failure following lobar pneumonia, but death was accelerated by the overdose. The coroner, summing up, said that to a layman there did not seem much difference between the ounce and drachm signs, but Nurse Starkey was an expert. Neither Dr. Richards nor the hospital authorities were to blame. The jury returned a verdict of "Death from misadventure."

Manchester

Councillor R. G. Edwards has been re-elected deputy chairman of the Public Health Committee on the Manchester City Council.

A large and representative company were present at the opening of the new physics block of the Manchester University on November 18, when the ceremony was performed by Lord Rutherford. The new buildings are of the latest steel structure, with good lighting accommodation. Lord Rutherford, in declaring the new building open, congratulated the University on its recognition of the importance of physics.

Sheffield

It is announced that George H. Lawrence, Ltd., have received an order for 10,000,000 safety razor blades.

Sheffield chemists have responded to the Empire Shopping Week—"Manufactured in Sheffield" being freely displayed.

Miscellaneous

BURGLARY.—The premises of Cephus, Ltd., manufacturing chemists, Blackburn, were broken into on November 24 and a sum of money was stolen.

PROPRIETARY ARTICLES TRADE ASSOCIATION.—The following members of the Council (retail section) of the Proprietary Articles Trade Association are retiring as the result of a ballot:—Messrs. J. B. Francis, A. Higgs, S. N. Pickard, E. H. Simmons. All are eligible for nomination and re-election. These or other nominations for the four vacancies will be received from members of the section by the secretary, 43 Gordon Square, London, W.C.1, up to and including December 1.

MEDICAL REGISTER.—We are reminded by the registrar of the General Medical Council that the Council publishes an office edition of the Medical Register, containing the same names and lists as the official edition, at a special charge of ros., post free. No copies can be issued unless they are ordered and paid for prior to December 31. The Council also issues each month a list of additions to, and deletions from, the Register; the charge for these will be furnished upon application.

IN THE COURTS.—At Bow Street Police Court, London, on November 19, William E. Brooke, dental mechanic, High Holborn, was fined £6, with £4 ds. costs, for practising dentistry without being registered.—At Blackpool Police Court, on November 20, Mr. A. R. Butcher, chemist and druggist, St. Anne's Road, and Mr. A. G. Street, chemist and druggist, Waterloo Road, were summoned for selling toilet articles after 1 p.m. on a weekly half-holiday. Mr. Blackhurst, defending, said chemists

were bound to open between 6 p.m. and 7 p.m. on half-holidays for the sale of medicines, and it seemed unfair for a chemist not to be allowed to sell other articles. Both cases were dismissed on payment of costs.—At Manchester Assizes, on November 20, John Dakin (24), described as a chemist's assistant, was sentenced to four years' penal servitude for malicious wounding, shop breaking, and receiving.

Irish Notes

Brevities

The premises of Mr. J. Dargan, M.P.S.I., Cashel, co. Tipperary, were among those which suffered from the recent floods.

Mr. A. McAllister, R.D. (R. J. Groves & Son, 30 Fenian Street, Dublin), has changed his address to 221 Griffith Avenue, Drumcondra, Dublin.

It is announced that the Free State Government has accepted a grant of £20,000 from the Rockefeller Trust for the erection of a State Laboratory in Dublin. The scope of the research to be undertaken has not been definitely stated, but it is understood that it will be chiefly in pathology.

The annual staff dance of Thomas McMullan & Co., Ltd., manufacturing chemists, Belfast, was held on November 18. Mr. T. W. Gibson acted as M.C., and music was provided by Alec Moaghan's Carlton dance band. The arrangements were carried out by a committee composed of the Misses Jennings, Watson, Storey, Hanna, Morrison, and Messrs. W. Armstrong, T. Gilmour, A. Steen, T. Macartney, J. Johnston, F. L. Johnston and A. M. Shaw (secretary). Mr. and Mrs. T. Victor McMullan were among those present.

Scottish Notes

Brevities

Mr. G. B. Grant, chemist and druggist, has been appointed a member of the Committee of the Troon Merchants' Association.

Mr. Fred Joynt has been appointed to succeed Mr. O. T. Hutchinson as a representative in Scotland of Thomas Kerfoot & Co., Ltd., Bardsley Vale, Bardsley, Lancs.

The Lanarkshire medical officer of health has addressed a letter to chemists drawing attention to irregularities in connection with the sale of oil of wintergreen and almond oil, which, he states, seem to constitute contraventions of the Food and Drugs (Adulteration) Act, 1928. Results of analyses of informal samples show that in some cases methyl salicylate and peach kernel oil have been supplied respectively without notice being given to the purchaser by label and intimation at the time of purchase.

Edinburgh

Sir James Barrie has accepted an invitation to perform the opening ceremony at the Health Exhibition in aid of the Royal Infirmary Extension Appeal Fund, to be held in the Waverley Market, Edinburgh, beginning on January 27 next.

At Edinburgh Sheriff Court, on November 23, the following pharmacists were fined for having dispensed prescriptions containing "dangerous" drugs without verifying the prescriber's signature:—Davina Sharp, Lawnmarket (£5); David Barrie, South College Street (£5); Jane L. Simpson, Dalry Road (£2).

Presentation to Glasgow Director

Mr. Hugh Thomson, a director of James Taylor (Trohgate), Ltd., manufacturing chemists, Trongate, Glasgow, was entertained, on November 20, by his colleagues and employees to mark the completion of sixty years' service. Mr. McNeill (chairman of the company) presided, and in presenting a gold watch to Mr. Thomson and a toilet set to Mrs. Thomson spoke in appreciative terms of the services which Mr. Thomson had rendered. Messrs. Wm. G. Dunn and P. S. Govan (directors), in

short speeches, associated themselves with the chairman's remarks. In replying and thanking the directors and employees, Mr. Thomson recounted some of his experiences by land and sea. Mr. Mitchell (traveller) proposed the toast of "The Company and the Directors," to which Mr. A. Robertson (director) suitably replied.

Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

Monday, November 30

Guild of Public Pharmacists, Liverpool Branch, Royal Institution, Colquitt Street, at 8 p.m. Mr. John Butler on "Hydrogen-Ion Concentration."

Tuesday, December 1

South-Eastern (London) Association, Maitland House, Greenwich, at 8.45 p.m. Mr. J. M. Edwards on "Ethics in Pharmacy and Ethics of Pharmacy."

Southport Pharmacists' Association and Branch of the Pharmaceutical Society. The Royal Hotel. Dinner dance. Dancing to commence at 8 p.m., dinner at 8.45 p.m., followed by dancing until 1 a.m. Tickets, single 12s., double 22s. 6d. Evening dress.

Wednesday, December 2

Chelsea Polytechnic Pharmacy Association, Slaters' Restaurant, 18 High Street, Kensington, London, W.8, at 8 p.m. Annual reunion supper and dance. Tickets, 4s. 6d. single, 8s. 6d. double, from the secretaries.

Liverpool Chemists' Association, Sefton Room, Adelphi Hotel, at 7.30 p.m. Annual smoking concert in aid of the Society's Benevolent Fund. Mr. W. J. Beardsley (chairman of the Benevolent Fund Committee) will give an address. Tickets 2s. 6d. each.

Thursday, December 3

Chelsea Polytechnic, Manresa Road, London, S.W.3, at 8 p.m. Presentation of prizes by Lieut.-General Sir William Furse, K.C.B., D.S.O., to students of the School of Pharmacy.

Manchester Pharmaceutical Association and Manchester, Salford and District Branch of the Pharmaceutical Society, Council Chamber, Houldsworth Hall, Deansgate, at 8.30 p.m. Joint meeting. Mr. H. E. Monk (Salford city analyst) on "The Food and Drugs Acts and the Pharmacist."

Pharmaceutical Society of Great Britain, Cheltenham and District Branch. Annual dinner.

Topical Reflections

By Xrayser

No Judgment

that has been delivered in the courts for a long time past can have brought such a feeling of satisfaction to your readers as that of Mr. Justice Rowlatt reported in your last week's issue (p. 614). Even those representing the defendants in the case ought to share our general sense of contentment, in spite of the fact that the case went against them on a technical point. What they stand to gain, in common with the rest of us, as the result of what the judge stated, will much more than compensate them for any expense and worry in connection with the case. For the position is that we are again free to quote references to "Pharmaceutical Formulas" and other recognised works in the old simple way that has long been familiar, instead of being compelled to give formulas in full upon our labels. Such whittling away of the effects of the judgment in the case of *Farmer v. Glyn-Jones* as has been practised by the Customs authorities for some time past has now been shown to be unjustified, and we are again able to enjoy the benefits of the chemist's privilege under the Medicine Stamp Act without curtailment. It is true that the judgment of Mr. Justice Rowlatt insists upon our strictly complying with the requirement of exact quotation of formula titles as a condition of being exempted from attaching revenue stamps to our "known, admitted and approved" remedies; but I have always considered this to be necessary, as well as avoiding any deviation from the published formulas. As a matter of fact, I am firmly of opinion that the more strictly and narrowly the *Glyn-Jones* judgment is interpreted the more satisfactorily it will operate in favour of chemists' interests.

Anti-Dumping

is now the order of the day in this country, the people of which will soon begin to realise how many articles in common use are of foreign origin. With import duties of 50 per cent. upon such things as are included in the long list attached to the first anti-dumping Order, there is bound to be a marked increase in the prices of many manufactured articles. So shall we learn whether the particular pottery, cutlery, vacuum cleaner, typewriter or wrapping paper that we have been accustomed to use hails from abroad, if we have not previously known that it did. We shall also learn to what extent British manufacturers are prepared to rest content with increased sales at

appreciably lower prices than the foreign articles will in future command; or whether, on the other hand, they mean to advance their prices to a point which, while still competitive, will yield them a largely increased profit. I should imagine there will be widespread satisfaction at the exclusion of Empire products from those which will be chargeable with the special import duties under the Act, the full text of which appears in your latest issue (p. 628). This provision should enable us in time to spread a clearer knowledge of what the British Empire does and does not comprise in the way of territory. Quite recently Californian fruit was being displayed in a shop window with a card bearing the words "Imperial Produce," and I should not be surprised to find that some ultra-patriots are refusing to consume the produce of places actually within the British Empire because they are accustomed to regard those places as "foreign parts."

Happier Times

for shop assistants are forecast in the report of the Select Committee appointed to inquire into proposals for limiting their hours of work and improving their conditions of employment (*C. & D.*, November 21, p. 613). It remains, of course, to be seen whether any and which of the recommendations of the Select Committee will commend themselves to Parliament; but it should prove instructive to many employers to learn to what extent the tendency to humanise conditions of employment in shops has proceeded. Normal hours of employment, it is proposed, shall not exceed forty-eight per week, with payment for overtime at the rate of time-and-a-quarter. How does this appeal to chemists and druggists in the fortunate position of being able, under existing and less inflexible conditions, to employ assistants? They may say that they will not be able to afford it; but it would surely be wiser for them to consider the proposal from the point of view of general improvement of shop conditions, benefiting employers no less than assistants. In the end the public will have to pay for all such improvement, and I do not think customers will grudge the use in shops of seats, heating apparatus and other comforts for assistants, even though the expense of these items has to be met by some addition to the prices of goods. Meanwhile it remains to be seen if any attempt will be made to exclude chemists' shops from the operation of any Act of Parliament which may enforce the recommendations of the Select Committee.

Legal Reports

Judgment by Consent.—In the High Court, Dublin, recently, an action by Day, Son & Hewitt, Ltd., manufacturers of veterinary medicines, Dorset Street, London, N.W.1, for infringement of their trade mark "Red Drench," came before Mr. Justice Johnston. The defendant was Mr. Patrick E. Kelly, L.P.S.I., Slaney Street, Enniscorthy. Mr. E. S. Robinson, who appeared for the plaintiffs, applied to make a consent a rule of Court. The consent provided that judgment in the action be entered perpetually restraining the defendant, his servants and agents, from infringing the plaintiffs' trade mark "Red Drench" by using it and the make up of plaintiffs' goods in such a manner as to be calculated to induce the public to believe that the goods sold or offered for sale by the defendant (other than goods procured from the plaintiffs) were procured from the plaintiffs, or by selling or offering for sale goods (other than goods procured from the plaintiffs) in answer to orders for goods described by the name of "Red Drench." The consent further provided that the judgment should not prevent the defendant, his servants and agents from selling a preparation for veterinary purposes under the name "Red Star Cattle Drench"; that the plaintiffs should waive their claim for an account; that the defendant should pay the costs of the action; and that the consent be made a rule of Court by the plaintiffs at the cost of the defendant. Mr. Justice Johnston made the consent a rule of Court.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office.

J. MARTIN'S CASH CHEMISTS, LTD. (P.C.).—Capital £100. Objects: To carry on the business of chemists, etc. R.O.: 1 Bank Avenue, Mitcham.

RAGG, LTD. (P.C.).—Capital £500. Objects: To acquire the business of a chemist and druggist heretofore carried on by W. W. Ragg at 7 The Green, Lower Edmonton.

HAZLEWOOD & CO. (PRODUCTS), LTD. (P.C.).—Capital £7,000. Objects: To acquire the business of druggists, drysalters and preserve manufacturers carried on by Hazlewood & Co. (Derby), Ltd., and its liquidator, at Great Northern Road, Derby, and elsewhere.

LUPENN PHARMACEUTICAL REMEDIES, LTD. (P.C.).—Capital £2,500. Objects: To carry on business as manufacturers of and dealers in patent medicines and remedies of all kinds, chemicals, etc. Solicitors: Cohn, Bax, Townsend & Sharpe, 52 New Broad Street, London, E.C.2.

YAWL SPRING MINERAL WATERS, LTD. (P.C.).—Capital £2,000. Objects: To acquire the business of a mineral water manufacturer carried on by W. Tyrrell at Yawl, Uplyme, Devon, as "Horace A. Jewell." The permanent directors are: W. Tyrrell, "Holmewood," Kirby Muxloe, near Leicester, and F. Tyrrell.

RADIOPATHIC INSTITUTE, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of manufacturers of, and dealers in, all kinds of radium, medical and toilet preparations and requisites, essences, lotions, extracts, oils, cosmetics, creams, paints, perfumery, scents, salts, etc. R.O.: Audrey House, Ely Place, E.C.1.

COMMERCIAL LEAD, LTD. (P.C.).—Capital £1,000. Objects: To acquire certain patents for inventions relating to the manufacture and/or treatment of lead and its derivatives, and to carry on the business of manufacturers of lead pigments and paints; chemical manufacturers, etc. R.O.: Bank Chambers, 4 Market Place, Kingston-on-Thames.

INDUSTRIAL COLOURS, LTD. (P.C.).—Capital £2,000. Objects: To carry on the business of varnish, japan and colour manufacturers and merchants, importers and manufacturers of and dealers in chemical, industrial and other preparations and articles, tanning materials and extracts, etc. Solicitors: Pritchard & Sons, 2-4 Billiter Avenue, E.C.3.

RAYCOL CONTINENTAL CORPORATION, LTD. (P.C.).—Nominal capital of £1,000. Objects: To manufacture and deal in cameras, photographic dryplates, films, papers, lamps, chemicals, lenses, frames, apparatus, appliances, accessories, outfit and equipment used in connection with photography, etc. R.O.: Adelaide House, King William Street, E.C.4.

BRITISH AND CONTINENTAL VOCUE, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of dealers in works of art and restorers. Power is taken to carry on the business of manufacturing and general chemists, essential oil merchants and perfume and toilet article manufacturers and dealers. Solicitor: B. G. McCloughlin, 42 Cheniston Gardens, W.8.

THE VULCAN DISINFECTANT CO., LTD.—At a meeting held at Blackburn it was resolved that this company be wound up voluntarily. Mr. F. E. Smith, 25 Richmond Terrace, Blackburn, was appointed liquidator.

HARANOX CHEMICAL CO., LTD.—At a meeting held in Manchester on November 10, it was resolved that this company be wound up voluntarily. Mr. S. M. Sutcliffe, 2 Grosvenor Mansions, Buxton, was appointed liquidator.

Private Arrangements

Clarke's Chemists (South Wales), Ltd., Newport, Monmouthshire.—A meeting of the principal creditors was held recently at the offices of Messrs. Morgan Bros., 54 New Broad Street, London, E.C. It was stated that a receiver had been in possession for well over the past two years, and he had been managing the business during that time. The liabilities comprised trade creditors' claims, £1,300; the bank were creditors for £500; and sundry disbursements and services of the Receiver for three years totalled £350. The assets consisted of stock, valued at £2,500; sundry debtors, £350; and fixtures and fittings, £500. The turnover of the business for the past three years amounted to £26,700, and after all expenses had been allowed there was a loss of £866. Included in those expenses was the receiver's salary of £10 a week, which had been reduced since July this year to £5 a week. The creditors decided that the best course to be adopted would be for the receiver to endeavour to sell the business as a going concern. It was stated that a private offer of £2,000 had been received for the business, but the creditors considered that it was worth more, and it was finally decided that the receiver should endeavour to obtain the best offer possible in the open market.

Gazette

Partnership Dissolved

GURVITCH, H., AINSWORTH, H., and WADSWORTH, R., 5 Cromwell Buildings, Blackfriars Street, Manchester, sundriesmen, under the style of Garricks' Antiseptic Preparations, so far as concerns R. Wadsworth.

Bankruptcy Acts

RECEIVING ORDER AND ADJUDICATION

CLARKE, J. H., 310 Buxton Road, Great Moor, Stockport, and 212 London Road, Hazel Grove, Chester, drug-store keeper.

Revenue from Patent-Medicine Stamps

1800—1931

The following table shows the revenue from the sale of patent-medicine stamps from 1800. Before 1862 the amounts shown are gross; from 1862 (inclusive) the net receipt of the duties is given. The revenue year began on September 1 up to and including 1853, but ended on March 31 in and from 1855. The rate of duty was doubled in October 1915:—

Year	England	Scotland	Great Britain	Year	England	Scotland	Great Britain
	£	£	£		£	£	£
1800	13,958	78	14,036	1864	..	..	49,849
1801	14,699	94	14,793	1865	..	..	52,978
1802	27,313	211	27,524	1866	..	..	57,336
1803	33,189	117	33,306	1867	..	..	59,600
1804	33,909	141	34,050	1868	..	..	59,815
1805	34,192	156	34,348	1869	..	..	63,954
1806	35,926	139	36,065	1870	..	..	69,204
1807	37,791	119	37,910	1871	..	..	68,250
1808	39,863	100	39,963	1872	..	..	82,721
1809	39,165	133	39,298	1873	..	..	91,556
1810	41,201	125	41,326	1874	..	..	95,388
1811	37,728	132	37,860	1875	..	..	109,237
1812	33,492	310	33,802	1876	..	..	117,649
1813	41,578	211	41,789	1877	..	..	112,979
1814	43,593	485	44,078	1878	..	..	122,426
1815	43,044	410	43,454	1879	..	..	130,692
1816	39,412	379	39,791	1880	..	..	133,669
1817	40,747	448	41,195	1881	..	..	138,679
1818	43,952	373	44,325	1882	..	..	144,884
1819	37,622	320	37,942	1883	..	..	154,439
1820	38,938	289	39,227	1884	..	..	158,902
1821	39,843	266	40,109	1885	..	..	169,968
1822	39,665	262	39,927	1886	..	..	178,719
1823	38,549	208	38,757	1887	..	..	179,508
1824	46,913	89	47,002	1888	..	..	191,475
1825	44,421	218	44,639	1889	..	..	202,735
1826	41,616	173	41,789	1890	..	..	217,264
1827	43,364	291	43,655	1891	..	..	225,701
1828	40,712	168	40,880	1892	..	..	240,062
1829	37,521	129	37,650	1893	..	..	220,325
1830	38,595	190	38,785	1894	..	..	213,210
1831	38,992	92	39,084	1895	..	232,754	234,881
1832	44,242	137	44,379	1896	..	236,878	238,946
1833	38,167	208	38,375	1897	..	252,731	254,726
1834	30,773	234	31,007	1898	..	258,725	260,852
1835	30,273	243	30,516	1899	..	264,262	266,404
1836	31,159	217	31,376	1900	..	286,504	288,827
1837	30,309	186	30,495	1901	..	295,116	297,480
1838	29,238	180	29,418	1902	..	304,195	306,337
1839	29,698	160	29,858	1903	..	331,086	333,371
1840	29,277	216	29,493	1904	..	321,172	323,446
1841	30,003	287	30,290	1905	..	329,171	331,439
1842	30,357	146	30,503	1906	..	321,543	324,112
1843	28,688	249	28,937	1907	..	324,180	327,106
1844	30,204	332	30,536	1908	..	330,735	334,142
1845	32,393	230	32,623	1909	..	312,204	315,489
1846	34,281	264	34,545	1910	..	310,203	313,114
1847	32,343	281	32,624	1911	..	322,696	325,646
1848	32,661	181	32,842	1912	..	324,861	327,857
1849	42,009	254	42,263	1913	..	325,420	328,319
1850	24,405	516	24,721	1914	..	357,570	360,377
1851	33,455	225	33,680	1915	..	331,033	333,777
1852	36,903	330	37,233	1916	..	617,879	627,454
1853	41,743	329	42,072	1917	..	726,894	732,943
1855	35,108	312	35,420	1918	..	797,366	803,815
1856	39,758	259	40,017	1919	..	1,056,435	1,065,693
1857	45,993	423	46,416	1920	..	1,322,654	1,322,661
1858	42,987	516	43,303	1921	..	1,359,064	1,369,730
1859	42,721	370	43,091	1922	..	1,319,364	1,328,448
1860	45,281	343	45,624	1923	..	1,211,375	1,219,703
			(net, 43,692)	1924	..	1,297,796	1,306,776
1861	46,329	444	46,773	1925	..	1,314,064	1,323,317
			(net, 44,786)	1926	..	1,280,776	1,290,007
1862	..	..	44,270	1927	..	1,285,553	1,295,139
1863	..	..	48,002	1928	..	1,238,567	1,249,445
				1929	..	1,320,780	1,333,512
				1930	..	1,221,921	1,234,199
				1931	..	1,084,241	1,097,601

Westminster Wisdom

Notes on Parliamentary Matters

PATENT MEDICINE DUTY

Sir Alfred Beit asked the Financial Secretary to the Treasury, on November 24, if he is aware that many manufacturers of proprietary medicines are evading the patent medicine duty by ceding their proprietary rights, at the same time retaining the protection and good will of their registered trade names; and whether, in view of the loss of revenue caused by this form of evasion, he will take steps to bring this practice to an end.

Major Elliot: The law provides for exemption from Medicine Stamp Duty in favour of known, admitted and approved remedies, when sold under certain conditions by duly qualified chemists and druggists. I am aware that certain manufacturers have taken steps, one of which is a disclaimer of proprietary rights, to bring their preparations within the scope of that exemption; but, provided this is within the terms of the Statute, I cannot interfere.

Sir A. Beit: Is it not the case that, as a result of this evasion, many other manufacturers who still pay the duty will have to follow the same course of evasion, as they cannot face the unfair competition?

Major Elliot: If my hon. friend will look at the answer, he will see that manufacturers have to comply with certain conditions, as to publicity and so on, and manufacturers who comply with those conditions obtain corresponding privileges.

MERCHANDISE MARKS ACT (ADVERTISEMENTS)

Mr. Ralph Beaumont asked the President of the Board of Trade, on November 24, whether, in view of the importance of encouraging purchasers to buy British goods, he will consider the advisability of taking steps to compel advertisers to state in their advertisements the country of origin of the goods they seek to sell, and Dr. Worthington asked whether he is prepared to initiate legislation to ensure that all advertisements relating to goods of foreign origin, whether in the public Press or on the hoardings, shall bear an indication of the country of origin of the goods advertised.

Mr. Runciman: The Merchandise Marks Act, 1926, does already require the addition of an indication of origin to any specific advertisement of goods which have themselves to bear such an indication under Order in Council, and it is open to the manufacturers of any particular class or description of goods to take advantage of this provision by making application for an Order in Council.

Abnormal Importations (Customs Duties) Act

An Order has been made by the President of the Board of Trade, with the concurrence of the Treasury, under Section 1 of the Abnormal Importations (Customs Duties) Act, 1931. The Order came into force on Wednesday, November 25. Among the twenty-three classes of merchandise included in this Order are the following:—

THE SCHEDULE

(f) CUTLERY:—

Knives with one or more blades made wholly or partly of steel or iron, other than surgical knives or knives for use in machines.

Scissors, including tailors' shears and secateurs, made wholly or partly of steel or iron.

Razors, including safety razors.

Carving forks.

Knife sharpeners, wholly or partly of steel.

Component parts of or blanks for any of the above mentioned articles.

(v) PERFUMERY AND COSMETICS (excluding perfumed spirits, essential oils and soap) of the following descriptions:—

Tooth paste or powder and liquid preparations for dental purposes.

Toilet paste or powder.

Toilet cream.

Deodorants for personal use.

Scented sachets.

Lipstick, rouge and grease paint.

Preparations for use in manicure or chiropody.

Lotions and ointment for use on the hair, face or body; toilet vinegars and toilet waters.

Shampoo powders.

Bath salts and essences.

Smelling salts.

Prepared fuller's earth.

(vi) TOILET REQUISITES of the following descriptions:—

Powder bowls or boxes and powder puffs.

Nail polishers.

Nail clippers, nail cleaners and nail files.

Denture bowls.

Tweezers.

Cleansing tissues.

Soap boxes.

Imports of these classes of goods will be charged with a 50 per cent. *ad valorem* duty, commencing Wednesday, November 25, and continuing for a maximum period of six months.

Corner for Students

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students, 'The Chemist & Druggist,' 28 Essex Street, London, W.C.2."

QUALITATIVE ANALYSIS

A MIXTURE of not more than three salts will form the subject of the next exercise in qualitative analysis. The mixture may contain metallic and acidic radicals occurring in the British Pharmacopœia, or any of the commoner radicals not mentioned in that work, and is to be submitted to a thorough systematic examination, all its constituents are to be detected, and proof is to be given that the substances detected are the only constituents of the mixture.

Students' applications for portions of the mixture of salts (accompanied by a *stamped and addressed envelope*, not a stamp merely) will be received up to Tuesday, December 1, on which day the samples will be posted. Students' reports will be received up to Saturday, December 12. Each report should contain a concise account of the work done, and should include a list of the constituents detected. In this list any substance regarded as an accidental impurity should be distinguished from the essential constituents of the salts composing the mixture.

The analysis announced above forms the second exercise in the analytical tournament for the current winter session. The usual monthly first and second prizes in this series of analyses will be awarded only to apprentices or assistants who have not passed in Chemistry in the Preliminary Scientific examination in Great Britain, in the Licence examination in the Irish Free State, or in Chemistry, Part I, in Northern Ireland, which fact *must be attested on their reports*. They will not be awarded to former winners of tournament prizes.

SALESMANSHIP MANUAL.—Another book on salesmanship by Charles C. Knights, entitled "More Sales through the Window" (Pitman & Sons, Ltd., Parker Street, London, W.C.2, 5s.) deals with many of the problems of colour and lettering met in arranging window displays.

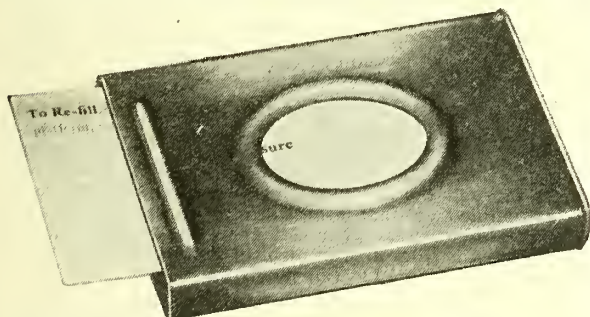
Christmas Gifts that Build Goodwill

CHRISTMAS gift novelties are a form of advertising which more chemists should employ. When chosen with care there is little or no waste outlay, as there is with almost all other forms of publicity, and the amount of business resulting is therefore high in relation to the amount spent. Everyone needs many of the things the chemist has to sell. Hundreds of his lines need little or no advertising, because the public cannot do without them. It is the chemist himself who needs advertising. That advertising must be done in a novel manner. The advertisement inserted weekly in the local paper keeps his name before the public, but something more personal and positive should be attempted from time to time to retain goodwill and attract new customers. Advertising gift novelties provide an excellent vehicle for such an effort at Christmas. They enable the chemist to influence the frame of mind of the customer intent on buying pharmaceutical goods of any kind. They are a form of service which begets a sense of gratitude. That sense of gratitude will cause the individual to link the name of the chemist donor with pharmaceutical and toilet lines. Thus, she or he will say, "I am going to A's," instead of, "I'm going to a chemist's."

Practical Publicity

Among novelty gifts the stereotyped calendars which the butcher, the baker and the candle-stick maker broadcast annually can hardly be included. These may serve their purpose, but the chemist must distribute gifts showing greater originality and taste. Novelty manufacturers have this year made a great effort to enable chemists to present customers with something which will be kept before them—and so keep the name of the donor's business before them. One's name may be carried into homes of all types and classes on ash trays, letter openers, scissors, telephone memos and indexes, paper weights, propelling pencils, memo tablets, match cases, card cases, corkscrews, clocks and clothes brushes. Some of these deserve a special descriptive word. The very originality of a few makes certain that the recipients will be interested in them and show them to friends, thus greatly increasing the value of the advertisement.

A novel card case is being offered, from which cards are delivered by a light forward pressure on an aperture in the top. This does away with fumbling for cards, and separating them. None who received such a gift would fail to use it. The back of the case has a space for the chemist's advertisement, or may be left free for use by the recipient for a season ticket or calendar. Neat manicure sets and pairs of scissors in leather cases



bearing the trader's name in gold lettering may also be obtained at moderate prices. Gift thermometers with the chemist's name at the bottom are never destroyed by their recipients, and are a very suitable gift to come from a chemist. Propelling pencils with the chemist's name printed on them will be carried in many handbags and wallets. Note books with strong tortoiseshell covers and fifty sheets can be obtained at small outlay,

the chemist's name and sales message being printed on the front in gold lettering. Desk blotters and pads, with or without calendars attached, are sold at various prices. While a small gift which many chemists would find useful in the poorer districts would be little round mirrors, with advertising matter printed under the surface. These are cheap enough to warrant the chemist



wrapping one with every parcel made up during Christmas week. They are hardly suitable for distribution as gifts to chosen customers and prospects. Chemists who feel that something in the calendar line is the most suitable gift for their particular class of customers should consider the barometer calendar, which figures a very attractive Dutch boy, whose trousers turn blue for fine weather, lilac for variable and pink for wet. Absolutely unique is an automatic blotter, in the body of which is concealed a roll of blotting paper and an empty spool. When the piece of blotting paper in use becomes dirty, it may easily be rolled on to the empty spool, and its place is taken by clean blotting paper. This is the device which hundreds have been wanting for years.

Careful Distribution the Essence of Success

The manufacturers of these gifts cannot make them build goodwill. Their success, like the success of all publicity, depends ultimately on the planning which is given to their use. The chemist should draw up a list of those to whom he intends to send. This should include all regular customers whose addresses are known, and the addresses of any persons in the district whom the chemist would like to serve. Advertising novelty gifts should not generally be distributed haphazard. The advertising gift must be valued by the recipient and retained in use if it is to benefit the donor throughout the year. Below is the grouping as it has been done for a large provincial chemist's business.

Married Women: Scissors, ash trays in original shapes, card cases, note books, shopping lists, telephone memos and indexes, nail files.

Business and Professional Men: Blotters, desk pads, clocks, key rings, memo tablets, telephone memos and indexes, scissors, nail files, letter openers, ash trays.

Office Workers and School Teachers: Rulers, lighters, letter openers, mirrors, key rings, scissors, note books, propelling pencils.

County People and Others of Independent Means (only gifts of the best quality will interest these): Scissors, petroi lighters, memo tablets, telephone indexes, letter openers, paper weights, card cases.

The Artisan Class: Mirrors, pen-knives, barometer calendars, combs, pencils and match cases.

Readers who group their customers thus will be able to allocate to everyone a gift with at least an 80 per cent. chance of being used. The same type of gift should not be sent to the customers in any two groups, and to avoid cheapening the gift, two or three different lines should be allocated to every group. In this way, the chemist will have to spend more than if he bought a large quantity of any one or two advertising gifts, but his percentage of wasted gifts will be far lower.

When distributing these gifts, the chemist will be wise to convey only the season's greetings in the letter which accompanies them. He should not attempt to write a sales letter. His notehead will tell recipients of his service, and he may with profit wrap in a recent catalogue or two. The parcel should be given a Christmas appearance by the use of seasonable labels, and be delivered during the week before Christmas. To send gifts by messenger makes their arrival more effective than posting them. They arrive without other things to attract attention from them.—K. K. (11/10).

Association Meetings

Cambridge.—The final meeting of the East Anglian Federation of Pharmacists was held on November 19, Mr. G. W. Hales (president) in the chair. It was decided to hand over the balance of funds to the Benevolent and Orphan Funds of the Pharmaceutical Society. Following the meeting a dinner was held, when the guest of the evening was Mr. J. E. French (Retail Pharmacists' Union). An excellent repast was served, and following the loyal toast Mr. G. W. Hales proposed the toast of "The Retail Pharmacists' Union." Mr. J. E. French, in responding, thanked the company for their kind greeting. The Federation, though now dissolved, could be congratulated on the excellent work performed. Mr. J. F. Collin (a past-president) proposed the toast of "The East Anglian Federation," and gave a brief history of that body. He said he wished to express again the very general feeling of regret at the absence through illness of their respected treasurer, Mr. J. W. Bodger. Mr. S. J. Stearn (Ipswich), in reply, also expressed regret at the passing of the Federation. The toast of "The Chairman" was given by Mr. E. Saville Peck and responded to by Mr. G. W. Hales. A happy evening was brought to a close by the singing of "Auld Lang Syne" and the National Anthem.

Croydon.—At a meeting of Croydon Pharmacists' Association and Branch of the Pharmaceutical Society, on November 20, Dr. H. E. Archer (pathological department, St. Bartholomew's Hospital) addressed the members on the subject of *The Chemical and Microscopical Characters of the Blood*. The president of the Association (Mr. W. O. McBryde) was in the chair. In the course of his lecture, Dr. Archer described the constituents of the blood, and referred to the comparative percentage and importance of red and white cells. The method of determining microscopically the cell count was illustrated, and the value of this procedure in the diagnosis of anemia explained. The lecturer demonstrated the method of ascertaining the colour index of the blood. He enumerated the different types of white cell, and referred to the significance of the variation in the count of these cells. The *rationale* of blood clotting and its occurrence as a pre-requisite for the arrest of hæmorrhage was described. The chemical constituents of blood serum and the significance, from the pathological point of view, of abnormal content of these substances were discussed. Dr. Archer also explained the four "blood groups," and their relation to blood transfusion. At the close of the lecture, microscopic slides, illustrating various aspects of the subject dealt with, were inspected. Mr. R. Rickeard (chairman of the Branch) moved a vote of thanks to Dr. Archer for his instructive address, remarking that the lecturer's pharmaceutical qualifications and experience were valuable assets in enabling him to deal with his subject in such a manner that it was fully appreciated by his audience.

Hull.—A meeting of the Hull Chemists' Association was held on November 17, Mr. C. Boyce in the chair. Mr. Boyce made suitable reference to the recent deaths of Mr. Lofthouse and Mr. Oliver; Mr. Oliver was president of the local Branch of the Society in 1928-30. The speaker for the evening was Mr. H. N. Linstead (secretary of the Pharmaceutical Society), who wished to associate himself with the members of the Branch in their token of respect, and expressed his sympathy with them in the loss they had sustained in the deaths of their colleagues. He commenced his address by giving an outline of the manner in which the Pharmacy and Poisons Bill was received in the last Parliament, and what the position would be if and when it came before the present Parliament. He then referred to the Proprietary Medicines Bill, and the recent discussions upon it. Mr. Linstead said that when this meeting was arranged, he had hoped to have been able to give some information concerning the new Poisons Bill, but, as this was impossible, he dealt with the general work at Bloomsbury Square. At the conclusion of his address many members expressed their thanks

and appreciation, and many questions were forthcoming. A vote of thanks to Mr. Linstead, proposed by Mr. Sellé, was carried with acclamation.

London (N.).—A meeting of the North London Pharmaceutical Association was held on November 17, Mr. J. C. Young in the chair. Mr. Herbert Skinner summarised the judgment of Mr. Justice Rowlatt in the "Attorney-General v. Lewis & Burrows, Ltd.," and explained its bearing. Mr. Swanson announced that the next social would be held on New Year's eve at the New Manor House Hotel, Finsbury Park. Mr. F. C. Goodall (editor of "The British Trade Review" and secretary of the Sound Currency Association) gave a short address on *The Gold Standard*. After explaining what being on the gold standard implied, Mr. Goodall dealt with conditions prior to August 1914. The standard under which they were working between April 1925 and September 1931 could, he said, be described more properly as a gold bullion standard. The exchange figure depended largely on day-to-day business; if our imports went up substantially we had to buy more foreign currency to pay for them, and so the exchanges might go against us. In his opinion it was desirable that we should get back to gold as soon as reasonably feasible, and that we should aim at restoring the standard on the old basis but under new international rules. If we could find a better measure than gold, well and good; but so far as he knew there was no other standard which was workable in the world of to-day. Mr. Goodall gave some examples of the effects of the depreciated £ on the prices of imported drugs, and he concluded by emphasising the fact that the gold standard acted as a brake on inflation. An animated discussion followed, the speakers being Messrs. J. C. Young, Herbert Skinner, A. H. Jenkin, A. W. Harrison, and R. Fouracre. Mr. Goodall, in reply, explained the quantity theory of money and dealt with the effect of depreciated sterling on our investments abroad.

London (S.W.).—A meeting of the South-West London Chemists' Association and Branch of the Pharmaceutical Society was held on November 20, presided over by Mr. J. E. Monaghan, to hear an address by Mr. Hubert Beaumont (Scholl Manufacturing Co., Ltd.) on *The Foot in Relation to Physical Efficiency*. The speaker pointed out the weak foot conditions prevalent amongst the majority of the public. Neither business efficiency nor efficiency in recreation and sport could exist when other parts of the body are forced to bear the strains which would normally fall upon perfect feet. Chemists, by virtue of the professional business they conducted, were better able to give foot comfort and supply appliances than any other class of trader. It necessitated a complete understanding of the causes and remedies successfully to treat foot weaknesses. Messrs. Cartwright, James Shakerley, Tibbett and Wells joined in the discussion, and a vote of thanks was moved by Mr. Wells.

Reading.—At a meeting of the Reading and District Chemists' Association, held on November 17, the following resolution was adopted:—"That the policy of Messrs. Hampshire of introducing their medical products through the chemists and then extending the sale to unqualified vendors is destined to alienate the goodwill of all chemists. They call upon Messrs. Hampshire to consign the sale of their medical products to chemists if they desire to retain their goodwill."

Southport.—The monthly meeting of the Southport Pharmacists' Association was held on November 10, Mr. R. S. Macdonald (president) in the chair. Mr. F. Hindle (member of the Executive of the Retail Pharmacists' Union) addressed the meeting on *R.P.U. Organisation*. Other matters relating to pharmacy were raised during the debate which followed. Members expressed their appreciation of the information Mr. Hindle had given them, and the meeting closed with a cordial vote of thanks to the speaker.

Festivities

Newport and District Function

The annual whist drive and dance of the Newport and Monmouthshire Chemists' Association was held recently in the Westgate Hotel, Newport, and was largely attended. Mr. W. Ben Evans (president of the Association), Messrs. Jared Edwards (vice-president) and C. A. Nyblad (secretary), together with Mrs. Nyblad (assistant secretary), had the arrangements in hand.

Cheltenham Ball

MEMBERS of the Cheltenham Branch of the Pharmaceutical Society held a successful ball at the Town Hall recently. The company numbered 500, and included the Mayor of Cheltenham (Alderman P. P. Taylor). The hall was gaily decorated for the occasion and the music was supplied by Marius Winter's band. The dance floor was in charge of Messrs. J. Lovell Goulder and F. H. K. Wild. [Corrected notice.]

Edinburgh Whist Drive

THE Edinburgh Chemists' Golf Club held a successful whist drive, on November 18, at the Balmoral Restaurant, Princes Street. The whist prizes were presented to the winners by Mrs. Foote, as follows:—*Ladies*, (1) Mrs. Milne; (2) Mrs. Hay; (3) Miss Spence; (consolation) Miss J. Bisset. *Gentlemen*, (1) Mr. E. Rendall; (2) Mr. A. Simpson; (3) Mr. W. W. Macrae; (consolation) Mr. R. L. Munnoch. The principal golf trophies won during the season were presented to the winners as follows:—T. & H. Smith cup, Mr. J. M. Foote; Pinkerton Gibson trophy, Mr. M. Stoddart; Edinburgh Chemists' trophy, Mr. W. A. M. Hourston; David Brown medal, Mr. A. Young. During the evening songs were rendered by Miss M. Murray, Messrs. R. Pringle and D. Palmer, and recitations by Miss E. Allan.

Portsmouth Dinner and Dance

HONOUR was paid to the Lord Mayor of Portsmouth, Alderman F. G. Foster, J.P., chemist and druggist, by the Portsmouth and District Branch of the Pharmaceutical Society on November 18, when he and the Lady Mayoress were the guests of the Branch at the annual dinner and dance. The chairman (Mr. J. W. Rogers), in proposing the toast of "The Lord Mayor and Lady Mayoress," said that for forty years Alderman Foster had devoted his time and energy to the interests of the city, and as the result of his work no city was better equipped educationally than Portsmouth. The Municipal College, to which they as chemists owed so much, would be a lasting memorial to the Alderman. In reply, the Lord Mayor referred to the improvement which had taken place in the status of the profession since his own apprenticeship days. In the Municipal College, he said, they had the best educational institution south of the Metropolis. Portsmouth was determined to be recognised as having one of the few institutions throughout the country suitable for the training of candidates for the degree of bachelor of pharmacy. Mr. H. C. Sawyer (clerk to the Portsmouth Insurance Committee) proposed the toast of "The Pharmaceutical Society," coupling with it the name of the president (Mr. A. R. Melhuish). Mr. Melhuish said he appreciated the honour Portsmouth had done to pharmacy by electing Alderman Foster as chief magistrate for the third time, and he thought it was a record for the country that Portsmouth had thrice honoured a chemist in this way. They had to thank the local municipal authorities for what they had done, not only for national education, but especially for pharmaceutical education. The health of "The Chairman" was cordially received on the call of Councillor W. J. Lewis; Mr. T. O. Barlow proposed "The Guests," among whom were Dr. D. McAskie (chairman of the Portsmouth Division, B.M.A.), Mr. L. B. Benny, M.A. (principal of the Municipal College), and Mr. R. P.

Page (city analyst). Mr. C. Fry proposed "The Ladies," for whom Mrs. F. Hemming (president of the Ladies' Committee) replied.

Western Pharmacists' Dinner

THE forty-first annual dinner and dance of the Western (London) Pharmacists' Association was held at the Trocadero Restaurant, W.1, on November 25. Reference was made during the evening to the fact that (as recorded in our report of the fortieth annual dinner) four presidents of the Association have also been presidents of the Pharmaceutical Society; in this connection, it may be added that three other presidents of the Society have been connected with the Western Association—Mr. Carteighe, Mr. Walter Hills and Mr. E. T. Neathercoat. The company that attended this year's dinner formed, in effect, a miniature Conference, although for once the medical and dental professions were not conspicuously represented. Supporting the president (Mr. G. W. Evans) at the chief table were Mrs. Evans, J.P., Mr. A. R. Melhuish (president of the Pharmaceutical Society) and Mrs. Melhuish, Mr. Herbert Skinner (chairman of the British Pharmaceutical Conference), Mr. R. R. Bennett (past-chairman of the Conference), Mr. John Keall (treasurer of the Pharmaceutical Society) and Mrs. Keall, Mr. W. J. Beardsley (member of the Society's Council) and Mrs. Beardsley, Mr. J. Milner (president of the P.A.T.A.) and Mrs. Milner, Mr. G. A. Mallinson (secretary of the Retail Pharmacists' Union), Mr. Alan Francis, Captain J. J. G. Hay, Mr. Howell, Mr. Harold Miller and Miss Miller, Mr. and Mrs. Maxey, Mr. and Mrs. Shirtliff, Mr. and Mrs. Windwood. The spur tables were in charge of Messrs. R. E. Baldry, E. C. Evans, P. D. Goodwin, D. T. Jones, H. Martin and G. Thomas; and others present included Mr. and Mrs. William Chalmers, Mr. W. B. Fa'ding, Miss Dennis Hayes, Mr. J. Hearle, Mr. and Mrs. Arthur Mortimer, Mr. and Mrs. C. A. Noble, Mr. John Royle, Mr. Philip Royle, Mr. W. P. Want and Mr. B. R. Wilkinson. The vocal music between the speeches was much appreciated, and the toast list was of exemplary brevity in consideration of the dance to follow. The toast of "The Pharmaceutical Society" was proposed by the secretary of the Association (Mr. D. T. Jones) in a humorous speech, ending with a tribute to the president, who, the speaker remarked, had no axe to grind, and was in public pharmacy for the general good. Responding, Mr. Melhuish thanked the proposer and the gathering in cordial and intimate sentences, with a minimum of reference to public events. He did not know, he said, where the Pharmacy and Poisons Bill was—he did not think anyone did; but whenever it was resurrected, they would need to have their lamps trimmed. He was grateful to the Council and the branches for the strenuous work they had done. Mr. Melhuish ended with a word of encouragement to beginners in pharmaceutical affairs. Before the next item in the programme was announced, Mrs. Evans, with a few graceful sentences of explanation, handed to Mr. Beardsley, for addition to the Society's Benevolent Fund, a cheque for £30, the proceeds of a jumble sale organised by the new ladies' committee of the Association. The second and final toast, that of "The Western Pharmacists' Association," was submitted by Mr. Herbert Skinner, who raised an incredulous smile by professing the nervousness of one undertaking a new task. Mr. Skinner paid a handsome tribute to the Western Association, which had kept its organisation going so long, and to which other associations looked for even greater achievements. It was a tragedy, he added, when associations began to disband, and there was much to be done yet. Mr. Skinner's praise of the president and Mrs. Evans was cordially endorsed by the audience; and Mr. Evans, in reply, thanked the ladies' committee, the secretaries and other officers for their support. He hoped that in the coming year members would rally round their captains in the various sports. Dancing filled the remainder of an enjoyable evening.

Bourjois : Two London Factories

Notes on the Manufacturing Premises of a Well-Known House

ACTING on the invitation of A. Bourjois et Cie, Ltd., a CHEMIST AND DRUGGIST representative recently visited the two London factories of this well-known company with the objects, first, of observing the actual extent of manufacturing operations and, secondly, of describing some of the processes involved. The factories are situated at 71-73 Carter Lane, London, E.C.4 (in close proximity to the offices at 4 Water Lane) and at River Plate Wharf, Upper Ground Street, London, S.E.1. It is satisfactory to record, at this stage, that Messrs. Bourjois employ some 400 British workpeople and, to judge by appearances, a happier and more efficient staff would be difficult to find.

At Carter Lane

The Carter Lane factory is devoted to the production of such notable preparations as *Soir de Paris*, a fairly recent introduction which has become a leading line, *Ashes of Roses* and *Ashes of Violets*, old favourites which still retain their popularity, and a wide range of toilet goods, such as face powders, compacts, bath crystals, lipsticks, hair creams, etc. Ascending by means of a lift our representative arrived at the top floor, a large, bright room used for the packing of perfumes and other toilet articles. Eighty nimble-fingered girls in white overalls sit at benches sealing, labelling and packing; the work is performed in rotation. This floor houses also a well-equipped laboratory, where the blending of essential oils for the preparation of perfumes is carried out. An electrically driven mixing machine was noticed in operation turning out, our representative was informed, one of the many batches of *Ashes of Roses* vanishing cream. This work is performed under ideal hygienic conditions, the room being particularly free from dust and dirt. Gas-heated ovens were in use drying and warming pots and bottles for the reception of creams, etc. Other machines observed on this floor included those used for filling hair cream containers, tubes and bottles. The last-named (illustrated on another page) is an Albrow vacuum filler capable of filling eight gross of bottles per day. The equipment for the manufacture of perfumes includes seven 80-gallon and five 40-gallon copper tanks. The ingredients are placed in the tanks and allowed to mature for such time as has been found in practice to be the most suitable. Hair cream is mixed in a capacious churn, which produces ninety gallons per day.

Descending to the next floor, our representative was shown a special self-contained department where a battery of four Southall & Smith filling machines was in operation filling boxes of face powder. These machines are ingenious, and inquiry elicited the fact that they have a capacity of ten gross per hour on the larger models and five gross per hour and a half on the smaller. Little manual labour is required, the operator, in the case of the larger machine, simply holding the box over the mouth and, on the smaller model, a tray of boxes is filled at a time. Girls are also employed on this floor in labelling, sealing and boxing, while a corner is given over to the packing of bath crystals; for this process the crystals are manufactured in 4-cwt. batches on the floor above, and descend to the packers through pipes, the outlets of which may be controlled. The lower floor is used at present for the storage of labels, boxes, etc., but will be converted into an additional manufacturing department at an early date. At the time of our representative's visit workmen were busy making the necessary alterations which, in view of rapidly increasing business, have become necessary. The Carter Lane factory houses also an export department serving the British Colonies, a spacious and tidy mess-room for the staff, an efficient dispatch department and

a well-equipped first-aid room. The floor area in use measures 15,300 square feet and the staff employed numbers nearly 200.

The Soap Works

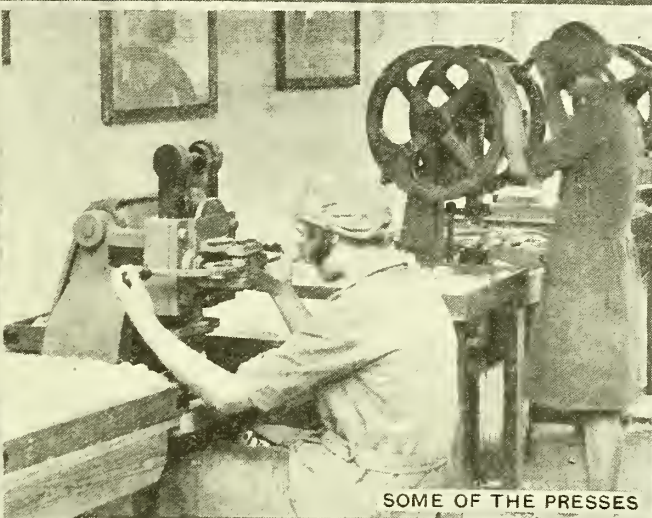
Modern methods of soap production are employed by Messrs. Bourjois at their Upper Ground Street works, London, S.E.1. In this factory, which occupies an entire floor of one of the large Thames Side buildings, and measures 17,200 square feet, soap is manufactured under ideal conditions. An additional 7,000 square feet will shortly be added for the storage of manufactured stock. In connection with the supply of goods in special Christmas packs our representative was informed that arrangements have been made whereby customers may be supplied at short notice right up to Christmas eve. The value of this service, which applies equally to all branches, is obvious. The first department in this factory to be visited was the laboratory where soap blends are manufactured. Some idea of the scale of production may be gained from the fact that 3,000 gallons of blended perfumes were made during the past year. In the actual manufacture of soap a continuous line process of mixing, milling, plodding, cutting and stamping is used; the plant was installed by Baker Perkins, Ltd. (A. Savy Jean Jean). In the process the dried milling base in the form of chips is fed into the hopper, whence it is elevated to the perfume and colour mixer, which is on a raised platform above the mills. The necessary perfume and colour, if any, is added at this stage, and when satisfactorily mixed the contents are discharged downwards into the hopper of the first mill, the mixer being tilted right over by means of a lever operated by manual labour. The mills discharge directly into each other, and consist of three three-steel roller water-cooled mills, the third mill discharging the milled ribbons directly into the hopper of the plodders. On issuing from the plodders the soap is cut by means of an automatic cutter, the cut pieces of soap being conveyed by an endless band to a rotary table, whence it is fed into the magazines of two Jones's automatic presses. This plant has a capacity of from between twenty-five to thirty cwt. per hour, equal to some 10,000-12,000 tablets of soap. The compressed bar commences to extrude from the plodders about five minutes after the first batch of soap is introduced into the hopper of the elevator. Three hands only are required to operate the machines, apart from stamping. As an example of the care taken to ensure freedom from contamination, only metal receptacles are used to receive the soap, thus obviating the possibility of the inclusion of nails and other foreign matter associated with wooden boxes. In addition to the automatic presses fourteen hand presses, some of which have a capacity of 6,000 tablets per day, are also used. Our representative was shown a smaller machine for colour work and an interesting trial mill and plodder which is used for the preparation of samples.

After a walk through the many corridors piled high with stock, a visit was paid to the soap packing department. Here a large staff of girls wrap and pack all kinds of soap with amazing rapidity. Bath soap, toilet soap and, indeed, soap of all kinds, shapes and sizes were quickly finished and packed ready for the market. A special demonstration of cellophane wrapping was given for our representative's benefit. Round bath tablets were used, and it was interesting to watch the dexterity with which the operation of overlapping the cellophane was carried out.

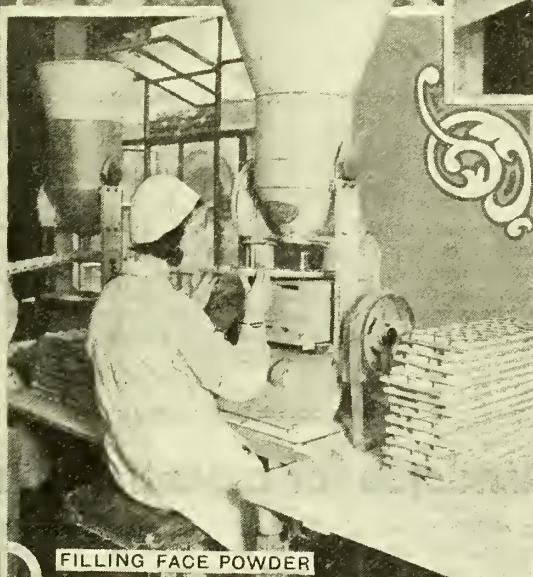
In conclusion it may be mentioned that the staff of this factory numbers 204, and to judge by the present rapid increase in business, the ample space available for expansion will very soon be called into service.



AN ALBRO
FILLING MACHINE



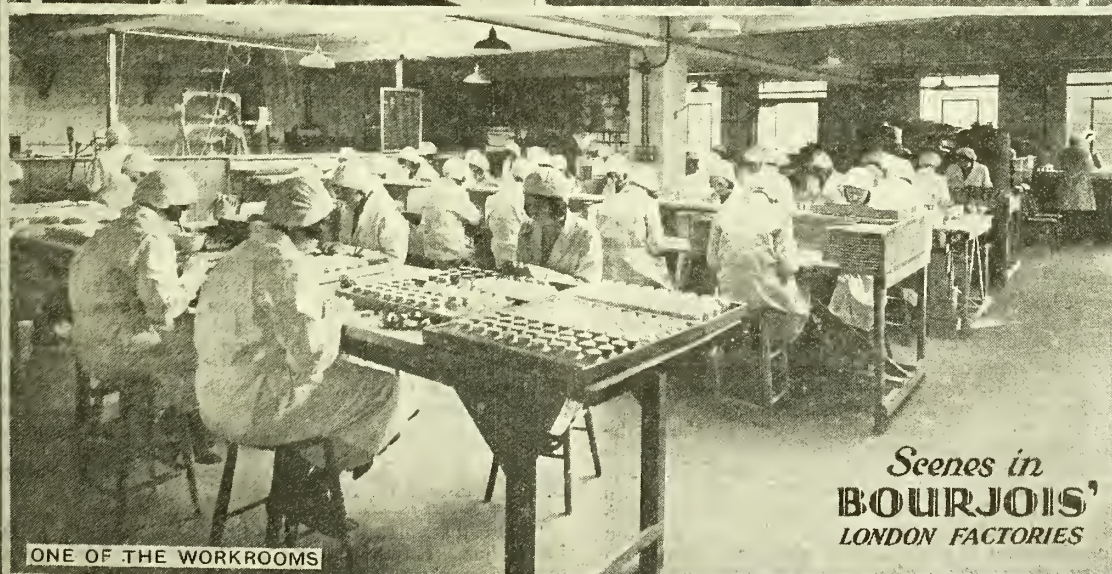
SOME OF THE PRESSES



FILLING FACE POWDER



PACKING BATH SALTS



ONE OF THE WORKROOMS

Scenes in
BOURJOIS'
LONDON FACTORIES

Stamped and Unstamped Proprietary Medicines

WE have received for publication the following correspondence, which has lately passed between Mr. A. Humphreys, chairman of Bleasdale, Ltd., manufacturing chemists, York, and Lord Danesfort, K.C.:-

From Mr. Humphreys to Lord Danesfort, K.C.

York,
November 13, 1931.

DEAR LORD DANESFORT,

I trust you will pardon me sending you two bottles of Gripe Water and two boxes of Phyllosan. I am sending them to you as an illustration of the serious manner in which the British revenue is suffering a considerable loss, with no advantage to the consumer.

One of the bottles of Gripe Water has a red disc at the top, denoting that it is stamped, and the other is unstamped. They are both sold at the same price, although one bears a 3d. Inland Revenue stamp, whereas the other does not. The stamps cost 36s. per gross, yet the wholesale price is only reduced by 5s. per gross, the makers pocketing the 31s.

The unstamped Phyllosan is retailed at 3s. each, the same price as the stamped article which bears a 6d. stamp. The stamps cost 72s. per gross, yet the makers only make a reduction of 15s. to the trade, and pocket the balance of 57s. per gross.

In the early part of last year the Inland Revenue authorities, for some reason which nobody understands, made a concession that proprietary medicines which have their composition printed on the labels, and also the words that "No proprietary right is claimed for the preparation," could be sold by registered chemists without stamps, but such unstamped medicines must not be sold by grocers or unqualified patent-medicine vendors. Hence the reason for the same preparation being both stamped and unstamped. Prior to the concession by the authorities, the practice was that "once liable to stamp duty, always liable." Woodward's Gripe Water having been sold as a stamped proprietary article for over half a century, it seems strange that the authorities should make such a concession when the National Exchequer is so hard up.

I am only giving you two examples of destamping, but there are dozens of manufacturers, both British and foreign, now doing the same thing, and I see no reason why every manufacturer of proprietary medicines should not follow suit, and cause a loss to the country of 1½ million sterling. There is another point which ought to be looked into. You will observe that on the Phyllosan the price 3s. is distinctly printed on the label. Therefore the value of the article unstamped is 3s., and, consequently, ought to bear a 1s. instead of a 6d. stamp, as a 6d. stamp only applies to an article which is valued at 2s. 6d. unstamped. I hope I have made my meaning clear. If an article is sold in one shop unstamped at 3s., that fixes the value of the article, and an article of the value of 3s. requires a 1s. stamp. The rates are:-

Not exceeding the price or value of 1s. ...	Duty 3d.
Exceeding 1s. and not exceeding 2s. 6d. ...	Duty 6d.
Exceeding 2s. 6d. and not exceeding 4s. ...	Duty 1s.

Either the law should be amended or the concession of 1930, granted by the Board of Inland Revenue without Parliamentary sanction, should be rescinded, and every article which has once been stamped should be liable to stamp duty no matter what ingenious methods manufacturers may use in order to avoid it. The revenue cannot afford to lose the income . . . All the makers who are destamping their preparations, in addition to giving the composition of the medicine on the label, must also state that "No proprietary rights are claimed in the preparation of the medicine." Yet one is sold as "Gripe Water" Brand and the other as "Phyllosan" Brand. Surely

an article sold under a "Brand" is even more proprietary than under a man's name. If the words "Gripe Water" were not registered any person named Woodward could sell a Woodward's Gripe Water of his own manufacture. A medicine should be either stamped or unstamped. For the same medicine to be liable to stamp duty in a grocer's shop, but not liable in a chemist's, seems to be somewhat Gilbertian. But to charge the same price for both stamped and unstamped has the appearance of profiteering on the unstamped article. To summarise my points:-

(1) A medicine that has once been sold as a proprietary should not be destamped and sold as a "Brand."

(2) That once liable to duty, always liable to duty.

(3) That an article sold in one shop unstamped at 1s. 3d. should bear a 6d. and not a 3d. stamp when stamped.

(4) That the concession of March 1930 by the Board of Inland Revenue is not legal.

I hope I have not unduly troubled you with this long letter, but my excuse must be that we are all called upon to make equal sacrifice at this time of economic collapse, and I think someone has blundered in making the concession of March 1930.

Yours faithfully,

A. HUMPHREYS,

Chairman of Directors, Bleasdale, Ltd.

From Lord Danesfort, K.C., to Mr. Humphreys

24 Bedford Square,
London, W.C.1,
November 20, 1931.

DEAR MR. HUMPHREYS,

I have sent your letter of 13th inst. to the Financial Secretary to the Treasury, and asked him to consider what change can be made in the interests of the consumer, the retail seller, and the Treasury. I will let you know when I hear from him, but doubtless it will take some little time to consider the matter. . . .

Yours faithfully,

(Signed) DANESFORT.

Standards for Essential Oils

THE eighth report of the essential oil subcommittee to the Standing Committee on Uniformity of Analytical Methods, which has just been published, deals with the determination of cineole in essential oils other than cajuput oils. The subcommittee recommends that in the case of camphor oil, which usually contains less than 50 per cent. of cineole, either the oil should be enriched with pure cineole, or to the mixture of 3 grams of the oil and 2.1 grams of the ortho-cresol an equal weight of pure recrystallised ortho-cresol compound (5.1 grams) be added, and the test then carried out in the usual manner. The results of analysis by eight members of the subcommittee showed that the experimental error as between the eight analysts does not exceed ± 1 per cent., but allowing for the addition of cineole, the limit of experimental error may be stated as ± 2 per cent. The presence of alcohols, esters and ketones in quantity has been shown to raise the freezing point of the ortho-cresol compound, so that in these cases the determination gives higher results than the truth. The subcommittee recommends that in connection with rosemary, spike and sage oils the term "apparent cineole content" should be used. The report is signed by Messrs. J. Allan, C. T. Bennett, S. W. Bradley, E. T. Brewis, L. G. Campbell, T. T. Cocking, T. H. Durran, J. W. Harrison, E. J. Parry, C. E. Sage and W. H. Simons.

"CHEMICAL MAGIC" is the title of a book by J. D. Lippy, jun. (Hutchinson & Co. (Publishers), Ltd., 34-36 Paternoster Row, London, E.C.1, 2s. 6d.), giving instructions for the performance of nearly 200 chemical conjuring tricks.

Births

Notices for insertion in this column must be properly authenticated.

HALLIDAY.—At Greenhead Nursing Home, Huddersfield, on November 3, the wife of P. S. Halliday, chemist and druggist, of a son.

WILSON.—At Caresina Nursing Home, Dublin, on November 16, the wife of Francis X. Wilson, L.P.S.I., Navan, of a daughter (still-born).

Marriages

MARSDEN—ALEXANDER.—On November 18, Albert Edward Marsden, chemist and druggist, Tottenham Court Road, London, W., to Gertie Alexander.

Deaths

EDWARDS.—On November 5, Mr. David Rhys Edwards, chemist and druggist, manager at Littlehampton for Timothy Whites (1928), Ltd., aged twenty-nine.

HEIMANN.—At Ziegelhansen, Heidelberg, on November 20, Mr. Johann Maria Heimann, senior partner of Johann Maria Farina, Gegenuber dem Julichs Platz, Cologne. Herr Heimann, who was born in 1878, was directly descended from Johann Baptist Farina, brother of the original Johann Maria Farina, founder of the business in 1709. He was educated at Heidelberg University, and subsequently spent a considerable time in England. Herr Heimann joined the firm as junior partner in 1906, and retired from active management in 1926 in consequence of indifferent health. He leaves a widow, two sons and a daughter.

JOHNSON.—At Iona, Llandrindod Wells, on November 23, Mr. William Wilson Johnson, chemist and druggist, aged seventy-two.

LAY.—At Johannesburg, Transvaal, recently, Mr. William George Lay, chemist and druggist, aged sixty-seven. Mr. Lay served his apprenticeship to Mr. H. C. Broad, chemist and druggist, Clevedon, Somerset, and at the age of twenty-five years went to South Africa. Eventually he set up his own business at Johannesburg, where at one period he owned three pharmacies. He was joined in partnership by his nephew, Mr. William Eastcourt Lay, chemist and druggist.

LUNAN.—In an Edinburgh nursing home, on November 20, Mr. George Lunan, Ph.C., F.C.S., 20 Queensferry Street. Mr. Lunan passed the Major examination in 1886. After experience as an assistant to the late Dr. Charles Symes, Liverpool, he went to Edinburgh to manage the pharmacy of James Robertson & Co., George Street; the firm opened a branch in Queensferry Street a little later, and Mr. Lunan took it over. He was widely known as a practical pharmacist, and the General Index to the "Year-Book of Pharmacy" contains several entries under his name.

PARKER.—Recently, Mr. Alfred Parker, retired chemist and druggist, Stramshall, formerly in business in High Street, Uttoxeter, aged eighty-six. Mr. Parker, who was a prominent freemason, retired a few years ago, and disposed of his business to Mr. T. Bentley, chemist and druggist.

PURSE.—On November 21, Mr. Alfred Henry Marmaduke Purse, chemist and druggist, clerk to the Cardiff Insurance Committee and controller of the Welsh Pricing Bureau. Mr. Purse, who passed the Qualifying examination in 1900, had been in failing health lately.

SUTHERLAND.—At Old Manse, Watgate, Kirkwall, on November 12, suddenly, Wee Robbie, infant son of Mr. Wm. H. B. Sutherland, chemist and druggist.

Personalities

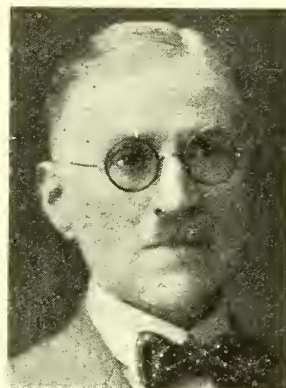
A REPLICA of the presidential badge of Blackburn Chamber of Trade has been presented to Councillor C. A. Critchley, J.P., Ph.C., in recognition of his services in that office.

MR. F. E. EVANS, chemist and druggist, Lymm, Warrington, has been elected a vice-president of the local Traders' Association, and Mr. G. N. HUGHES, chemist and druggist, has been appointed a member of the committee.

MR. HUBERT G. TOY, chemist and druggist, Derby, has been elected chairman of Derby Borough Insurance Committee. He is also vice-chairman, Finance Committee of the Derbyshire Insurance Committee, with a seat on the North-East Midland Prescription Bureau.

MR. G. W. EVANS, this year's president of the Western (London) Pharmacists' Association (the annual dinner of which is reported on p. 643 of this issue), was apprenticed

at Swansea, and then came to town as junior assistant to the late Mr. R. L. Whigham, Ph.C., Brook Street, W.1. After passing the Qualifying examination in 1891, within a day or two of attaining the necessary age, he entered the pharmacy of the late Mr. J. F. Harrington, afterwards president of the Pharmaceutical Society, with whom he spent three years. Experience on the Continent and with Mellin & Co., Piccadilly, followed; eventually Mr. Evans purchased the business of Mr. W. Dee, 239 Hammer-smith Road, W.6, and in due course opened a branch at 97 Uxbridge Road, W.12. He took an active interest in the formation of the United Chemists' Association, Ltd., of which he has for the past eighteen years been a director, with recent election to office as vice-chairman. Mr. Evans is a member of the executive of his local chamber of commerce and W.M. of the Hammer-smith Masonic Lodge, occupying the chair this year. Mrs. Evans is also well known locally, and is a justice of the peace for the borough of Kensington.



MR. G. W. EVANS

SIR JOHN ANDERSON, at present Permanent Under-Secretary of State at the Home Office, has been appointed Governor of Bengal in succession to Sir Stanley Jackson. Sir John Anderson will be succeeded at the Home Office by Sir Russell Scott, who, since 1921, has been Controller of Establishments at the Treasury.

MR. F. H. RUOFF, secretary of the Portsmouth Pharmacists' Association, has sent a convincing letter to the local "Evening News" in reply to a plaintive story, in the same journal, of a fifty-minutes' search for "medical necessities" (presumably "medical necessities" was intended) late on a Sunday evening. Mr. Ruoff relates, incidentally, an experience of supplying a cylinder of oxygen at 3 a.m. in the winter and having it returned without payment for his services.

BRO. S. W. HAGUE, chemist and druggist, Cardiff, was installed Worshipful Master of the Loyal Caerdydd, No. 3,959, on November 20. The installation ceremony was performed by Wor. Bro. C. H. Dean, P.P.G.W. Several masonic pharmaceutical brethren were present, including Bro. J. Reynolds (Mountain Ash), Bros. James Murray, Fred Taylor (Cardiff), Tom Badgett (Newport), Bros. W. L. Way (Bristol), W. T. Rees, E. G. T. Loyley (Cardiff).

Trade Notes

THE following manufacturers have their advertisements in this issue printed in red and black on buff paper:—STAFFORD ALLEN & SONS, LTD.; BUTLER & CRISPE; POTTER & CLARKE, LTD.; W. J. RENDELL, LTD.

SENNA.—John Ronaldson & Co., 15 Seething Lane, London, E.C.3, can offer all grades of senna pods and leaves at competitive prices.

FLOWERS OF THE WEALD.—Supplies of lavender, lilac, lily, carnation, honeysuckle and jasmin are obtainable from H. R. Camplin, Horsham.

THE KLEERIT Co., 22 Billiter Street, London, E.C.3, have placed on the market, under the name of Kleerit, a preparation which is stated to prevent condensation of moisture on any glass under any conditions.

PARFUMERIES DE PARIS, LTD., Larden Road, Acton, London, W., have sent for our inspection a number of the latest creations of Houbigant and Cheramy. Several of these are shown in the photograph below. The bottle on the extreme left of the illustration contains the perfume Etude, which is stated to be as original in conception as in the manner of its presentation. The bottle is on a stand of wood covered with plated metal, and the case (at the rear) is of beautifully grained and polished wood. Similar remarks apply to the perfume Festival (on the extreme right), but in this instance the case is covered with a grey material. Two charming coffrets are shown in the centre of the photograph, the one contains Quelques Fleurs perfume and powder and the other three gilt cases holding powder, rouge, lipstick, perfume and eyelash cosmetic. Cheramy have produced a new lipstick and eyebrow pencil to match. Both lines are packed in attractive display boxes containing one dozen assorted shades. Another interesting product is the Eau de Cologne Pure 75°. This is packed in a bottle with special screw cap, a pack which has been standardised for the 2s. 6d. size of all Cheramy Eaux de Cologne.

WHITE LION TABLETS for indigestion are advertised in this issue by Shadforth Prescription Service, Ltd., 63 Grove Road, Bow, London, E.3.

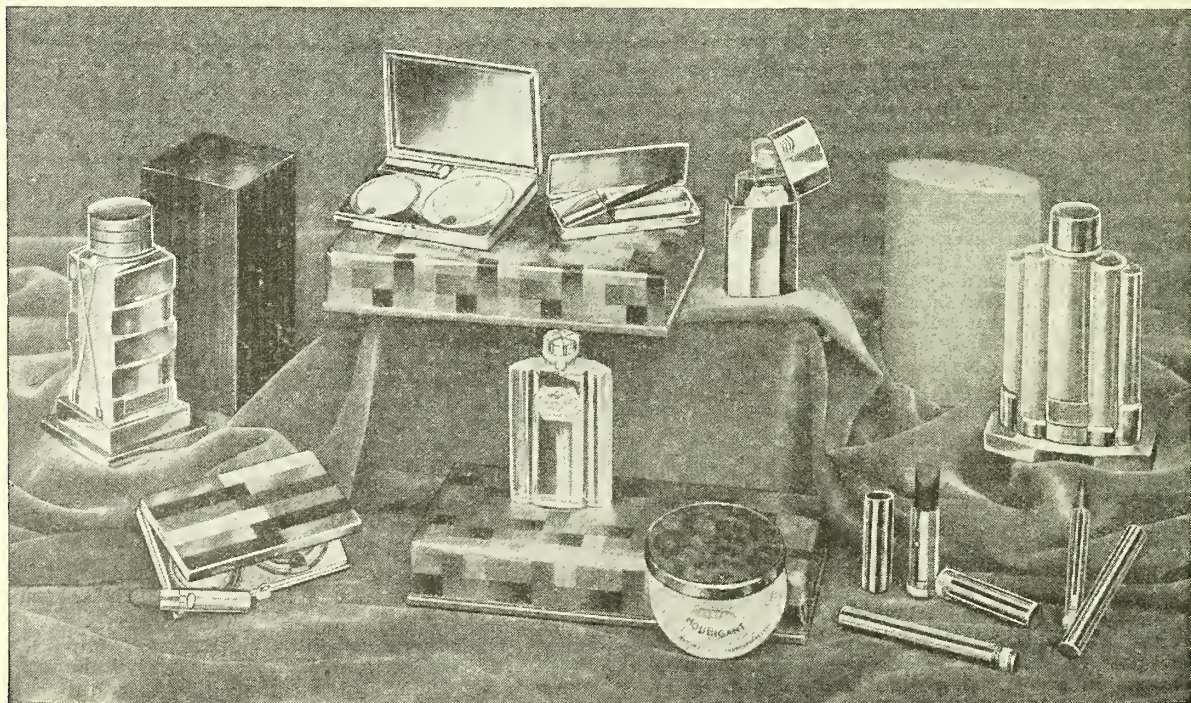
COTY (ENGLAND), LTD., Coty House, 3 Stratford Place, London, W.1, inform us that the prices of their toilet preparations are to remain unchanged.

PERFUMAKS.—Thompson & Capper, Wholesale, Ltd., Manesty Buildings, College Lane, Liverpool, are the manufacturers of Perfumaks, a perfumery product which not only has a steady demand all the year round, but is particularly attractive as an inexpensive Christmas gift.

HEPOVITE.—Evans Sons Lescher & Webb, Ltd., manufacturing chemists, 56 Hanover Street, Liverpool, have brought out a new preparation, called Hepovite, for the treatment of secondary anæmia and general debility. It contains Hepatex (liver extract), vitamins B and C, hæmoglobin, iron and glycerophosphate, and is issued in 8-oz. bottles.

4711 COLOGNE.—R. J. Reuter Co., Ltd., Carter Lane, London, E.C.4, announce that there is no intention of altering the prices of 4711 toilet and perfumery preparations before Christmas. —We understand that the project of Messrs. Reuter to open a factory in this country, which has been under consideration for a considerable time, has now matured, and in the very near future plans will be completed to carry this into effect.

MR. W. H. CALNAN, who has been engaged in the drug trade for many years, has now set up in Leeds (51 George Street) and London (17 Suffolk Street, Pall Mall, S.W.1) as adviser on sales promotion and advertising plans. Many manufacturers who will find it necessary to examine the questions involved by the newly imposed duties on articles imported from abroad with a view to promoting sales of British products will wish to consult with one who, has had for many years an intimate knowledge of all branches of the drug and toilet trades.



THE CYCLE AND MOTOR CYCLE SHOW is to be held at Olympia, London, W., from November 30 to December 5.

A CHARMING MANICURE SET has been introduced by Dubarry Perfumery Co., Ltd., Goldstone Laboratories, Hove. The case, which is stated to be made of durable, has a rich walnut appearance, and, like the contents, is British made. Two shades of nail polish, polishing paste, cuticle cream, orange sticks, a nail white pencil, emery boards, toilet tissues and a bottle of Shalimar manicure lotion comprise the components and they are recessed in the bottom of the case in such a manner as to render the outfit an ornament to the dressing table.

VINOLIA HAIR FIXATIVE.—Vinolia Co., Ltd., Bebbington, Cheshire, inform us that owing to the demand for a hair

fixative without added colour they have introduced an attractive preparation of exactly the same formula as the original green Vinolia product, but from which the colour has been omitted. This hair fixative is packed in an elegant container and is thus in keeping with the company's other high-class toilet articles, which, it should be remembered, are British-made and British-owned. Messrs. Vinolia are issuing small slip labels calling attention to these two points, and a supply will be sent free to any chemist who will make use of them. It is of interest to note that when the Prince of Wales visited Port Sunlight recently he was greatly attracted by the Vinolia soap



golf balls, a supply of which has since been dispatched to His Royal Highness. Particulars of the bonus offers available in connection with the company's preparations, the new display material and the Christmas price list will be sent on request.

TORRIDAIRE HOT PAD.—We have received from The Torrid Pad Co., 5 Kingsland Road, London, E.2, a sample of the Torridaire hot pad. Following the directions for use (merely adding two tablespoonfuls of water) the pad quickly developed a powerful, penetrating heat which was maintained over a considerable period. The pad is an art sachet 8½ in. by 6½ in., bound round the edges and resembling a handbag. Inside this sachet is a smaller one opening at one corner with a snap fastener. The pad, we are informed, can be used many times and refills are available when necessary. The Torridaire hot pad suggests itself as a useful Christmas present.

THE BRITISH DRUG HOUSES, LTD., Graham Street, City Road, London, N.1, have sent us a copy of a new edition of the B.D.H. Book of P.P.P. Standards. The letters "P.P.P."—signifying Pure for Pharmaceutical Purposes—were adopted about twenty-five years ago as indicating conformity with a high standard of purity. Since that date the standards of pharmaceutical chemicals guaranteed by the designation of "P.P.P." have been raised in many instances; moreover, the tests to which the chemicals are submitted have been extended, and a considerable proportion of the more important chemicals issued by The British Drug Houses, Ltd., for dispensing purposes now bears this guarantee. The majority of the standards adopted for "P.P.P." chemicals have been published in various technical journals as communications from the B.D.H. analytical laboratories, and they have received general recognition; they are now issued under one cover for convenient reference. Copies of the booklet are available free of charge to chemists and others to whom the purity of pharmaceutical chemicals is of vital importance.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1931, p. 345.

(From "The Trade Marks Journal," November 4, 1931.)

"THERMOGENE BRAND OF MEDICATED WADDING" over device including brazier; for medicated wadding (3). By The Thermogene Co., Ltd., Queen's Road, Haywards Heath, Sussex. 525,823. (Associated.)

"POTTER & MOORE'S MITCHAM LAVENDER" with design including lavender and monogram "P & M" on seal ("Mitcham" and seal device disclaimed); for lavender water made from oil distilled at Mitcham (48). By Potter & Moore, Ltd., Lavender House, Tyssen Street, Dalston, London, E.8. 523,493. (Associated.)

(From "The Trade Marks Journal," November 11, 1931.)

"AGRI-TOX," also "AGRI-TOX" on label device; for insecticides (2). By Tibo Products (International), Ltd., Audrey House, Ely Place, London, E.C.1. 524,531/532. (Associated.)

"SAPO CARBONIS DETERGENS" on oval shape and including words "Perseverando Vincas" and monogram; for ointment, pastilles, bath salts, soap, scalp lotion and inhalants (3), and for toilet articles (48). By Wright, Layman & Umney, Ltd., 44 Southwark Street, London, S.E.1. 524,432/434. (Associated.)

"EHEDEROL"; for medicinal chemicals (3). By Clay & Abraham, Ltd., 87 Bold Street, Liverpool. 524,544.

"RHYTHMOVASIN"; for pharmaceutical preparations (3). By Dr. A. Horowitz, 48 Avenue de Bethusy, Lausanne, Switzerland. 524,911.

Silhouette of dancing girl; for obesity tablets (3). By Lady Zoe Caillard, 8 West Halkin Street, London, S.W.1. 525,493.

"RHEUBAN RHEUMATIC BANISHER"; for rheumatism medicines (3). By J. C. Goodman, Conscience Farm, Conscience Lane, Mersham, Kent. 525,513.

"VERALGIT"; for all goods (3). By Krewel-Leuffen G.m.b.H., 1 Leienbergstrasse, Eitorf on the Sieg, Prussia. 525,812.

"QUINOSTAB"; for preparations of quinine iodo-bismuthate for injection (3). By Boots Pure Drug Co., Ltd., 37 Station Street, Nottingham. 526,204. (Associated.)

"PROSTIGMIN"; for medicinal chemicals (3). By The Hoffmann-La Roche Chemical Works, Ltd., 51 Bowes Road, London, N.13. 525,424.

"COLUMBINE"; for catamenial pads and bandages, and belts (11). By Miriam Moss, 3 Edgwarebury Gardens, Edgware, Middlesex. 525,244.

"JULIE"; for scalp protectors during hair waving (40) and for perfumery, etc. (48). By R. Shaw & Co., Ltd., 4 Castle Boulevard, Nottingham. 525,016/017. (Associated.)

"DEPILSTICK"; for a depilatory (48). By E. Rimmel, Ltd., 1A Darnley Road, Hackney, London, E.9. 526,112.

(From "The Trade Marks Journal," November 18, 1931.)

"DHOZOL"; for all goods (2) and (3). By C. Lageman, Krefelderstrasse 95, Aachen, Germany. 524,501/502. (Associated.)

"PULVID"; for chocolate-coated, vitamin-containing tablets (3). By Naamlooze Vennootschap Pharmaceutische Producten Maatschappij Philips-Van Houten, Amsterdamscheweg, Weesp, Holland. 522,874.

Picture of man riding on a camel; for medicated beverages (3). By Nicholson & Sons, Ltd., 75 High Street, Maidenhead. 524,357. (Associated.)

"CHLOROSTAB"; for medicinal chemicals (3). By Boots Pure Drug Co., Ltd., 37 Station Street, Nottingham. 525,055.

"HEMOPOLINE" on label device; for a tonic (3). By M. Jacquart, Chaussée de Charleroi 21, Gembloux, Belgium. 525,408.

"ARNEOL"; for medicinal chemicals (3). By M. Losa, 35 New Broad Street, London, E.C.2. 525,399.

"CALLEOMANON"; for medicinal chemicals (3). By C. J. Reid, 30 High Street, Eton. 526,507.



John Bell, Hills & Lucas Ltd

TRIAD BRAND

EXTRACT OF MALT & COD LIVER OIL
with CHERRY PARRISH'S FOOD

Send for sample & prices

Oxford Works, Tower Bridge Road, London, S.E.1

COD LIVER OIL AND MINERAL SALTS

FOR CATTLE AND POULTRY

Write for price and particulars:

TOMLINSON & HAYWARD, Ltd., Lincoln.

TRADE MARK

Sterilla

REGISTERED

Bottles,
2/- and 3/9

Nickeled
Metal Flasks,
2/6

LIQUID SURGICAL SOAP

Matthews Laboratories, Ltd., Clifton, Bristol, England.

'PANOPEPTON'

THE FOOD FOR THE SICK

Contains in solution, in an agreeable form, the entire nutritive constituents of beef and wheat.

Supplied in 12-oz. bottles.

Originated and Manufactured by

FAIRCHILD BROS. & FOSTER (Inc.)

New York. 65 Holborn Viaduct, London, E.C.1

Agents: BURROUGHS WELLCOME & CO.
London, Sydney, Cape Town.

PARKINSONS'

EASE

1/3 AND
3/- BOXES

E. Z.

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SPECIAL TERMS

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POWDERS

PARKINSONS Ltd., Manufacturing Chemists, BURNLEY

Transparit

THE TRANSPARENT WRAPPING MATERIAL

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Colourless and Coloured, in Sheets, Bags,
Envelopes and Discs. ASK FOR SAMPLE.*

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SPIRITS OF WINE

DUTY PAID

DUTY FREE

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ABSOLUTE ALCOHOL

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JAS. BURROUGH LTD. 1 Cale Distillery.

Established 1820



ANTIBACSYN

FOR COLDS, GONORRHEA

All Microbic Infections and Septic Conditions

also

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FOR INOPERABLE CANCER

Sufficient for 1 Month's Treatment.

£2 2 0

ANTIBODY PRODUCTS, LTD.

Bushey Grove Road, WATFORD.

Telephone: 4708 WATFORD.

*NOW is the time to consider advertising
good British Medicinal and Toilet lines*

W. H. CALNAN

For 20 years connected with the advertising and selling side of the Drug and Toilet trades, ACTING INDEPENDENTLY OR IN ASSOCIATION WITH A LEADING LONDON ADVERTISING AGENCY, IS PREPARED TO STUDY YOUR PRODUCTS, AND TO SUBMIT WELL CONSIDERED PLANS FOR MARKETING AND ADVERTISING THEM.

All enquiries considered as confidential and without obligation. Write:—

51 GREAT GEORGE STREET, LEEDS, or
17 SUFFOLK STREET, PALL MALL, S.W.1

DISEASES AND REMEDIES. Price 5s., by post 5s. 3d.

VETERINARY COUNTER PRACTICE. Price 7s. 6d. net, by post 8s.

THE PHOTOGRAPHIC CHEMIST. Price 3s. 6d., by post 3s. 8d.

THE "CHEMIST AND DRUGGIST," 28 Essex Street, W.C.2

Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

- | | |
|---|------------------------------|
| K/2511. A.I. Eau de Cologne | W/1911. Irving's Sea-Vitoids |
| R/711. Cygnet shaving brushes | L/1711. Maro celery pills |
| C/2511. Fioret perfumes | M/2311. Mentolene |
| R/1611. Fisher razor blades | F/2311. Paragon razor blades |
| D/2411. Ingersoll Dakin's medicated oil face powder | B/1611. Pyl-Ung |
| | N/2611. Red Lavendel liquid |
| | H/2311. Sanosex |
| L/1611. Ipsol | C/2511. Wanda perfume |

THE CHEMIST AND DRUGGIST

VOL. CXV NOVEMBER 28, 1931 NO. 2703

Watch Your Invoices

CHEMISTS need always to watch carefully their invoices from wholesalers and note any alterations in prices, either up or down; to-day they need to watch them more carefully than ever. This advice applies more particularly to drugs and chemicals; in a somewhat lesser degree it applies also to that large class of articles known as "druggists' sundries." The wholesale houses, without notice, are advancing the prices of many drugs and chemicals as well as other articles; and unless these price changes are noted and acted upon, the chemist will lose a good deal of money. No one can blame the wholesaler. Prices have for some time been falling, and stocks, therefore, are small. The wholesaler, for instance, gets notice from the manufacturers of certain chemicals that from that day potassium iodide or the bismuth salts have advanced, and he has to notify his pricing clerks and representatives that from date increased prices will operate to his customers. He has to do this at once, because, in the event of a fall in price, he has to give his customers the benefit immediately or risk losing custom; other wholesalers will charge the lower price, and he is liable to get stocks of the particular article left on his hands as well as to acquire a reputation for being dear. The lot of the average wholesaler to-day is not altogether a happy one. Chemicals rise and fall sometimes daily, with the changing value of sterling, which also affects the prices of many drugs, oils and chemicals coming from overseas. The chemist has no alternative but to pass these changes on to his customer. Strictly speaking, he should alter his prices, as does the wholesaler, as the market varies; this is probably asking too much of him; but he can alter his selling price as he purchases fresh stock and has himself actually to pay the increased price. For some time past conditions have been such that he has been able to purchase drugs and galenicals at low prices and sell them at good prices; a change is now coming over the picture, and there is no doubt that there will be less margin between the price paid and the price at which the article is sold. After all, to watch one's invoices is only to take ordinary business precautions.

Prescribed Appliances and Others

SOME uncertainty seems to prevail with regard to the insurance chemist's position when panel practitioners order for insured persons appliances not included in the prescribed list of articles for which payment will be allowed by Insurance Committees. Chemists have been led to understand that the effect of Articles 4 and 5 of the amending Regulations was to ensure their receiving payment for any appliance they might supply when ordered upon the appropriate form by a panel practitioner, whether it was included in the prescribed list or not; but inquiries addressed to the Ministry of Health indicate that doubts have arisen on this point, and a letter on the subject has been addressed to Insurance Committees by the Ministry. In this communication it is pointed out that the effect of the amending Regulations is not to compel insurance chemists to supply any appliances which are not officially "prescribed appliances," and that it must remain open to a chemist who receives an order for an appliance which is not included in the prescribed list

to refuse to supply it. In such case, however, it is necessary that the chemist who takes the responsibility of refusing to supply the appliance shall endorse the official prescription form with the words "Not supplied." Up to this point the Ministry's letter is quite free from doubt; but it then proceeds to state that

"The general object of the amending Regulations is so far as practicable to relieve insurance chemists of any responsibility for deciding with respect to appliances whether any article ordered on an official prescription form is an appliance which can properly be supplied as part of medical benefit. It is, therefore, anticipated that in the normal course insurance chemists will find it preferable to supply any appliance ordered by an insurance doctor on the official form."

In other words, though the insurance chemist is free to refuse to supply any appliance which is not included in the officially prescribed list, it is assumed that he will consider it desirable to supply it. No question will arise, apparently, about payment being allowed to the insurance chemist for any article supplied, so those who have been in doubt upon this point may now rest assured that they incur no risk of loss, whatever they may supply, provided always that the articles have been ordered by insurance practitioners upon the official prescription-forms. The important point remains, however, that the insurance chemist is under no obligation to supply an appliance which is not included in the officially prescribed list, and that he will suffer no prejudice if he refuses to supply a non-prescribed appliance.

Hindering Trade

It has already been made evident that H.M. Customs have entered into the spirit that animates the new anti-dumping duties, and that the department will be blameless should there be any failure on the part of the 50 per cent. impositions to achieve their object. The duties commenced to operate on Wednesday morning of this week. On the same day we heard that preserved ginger in the rough clay three and six pound jars has been detained and duty has been demanded on the value of the jars. This decision is, we understand, based on the scheduled item "Pottery for domestic use." At the moment the ginger, both in bond and on the dockside is detained awaiting the department's decision as to the value of the jars. Comment is unnecessary on the ruling that the jars are dutiable as "pottery for domestic use," but we are emphatically of opinion that the Customs authorities have no right to detain goods of this character, which are urgently needed for Christmas trade, and which afterwards are unsaleable. The Mincing Lane importers claim that the rough jars are quite valueless, and they are not prepared to pay excessive deposits in order to obtain clearance of the goods. A duty on the glazed ornamental jars is reasonable, but the attempt to levy an anti-dumping tax on a strictly non-competitive article of a character that only an unbounded enthusiasm for collecting duty would venture to drag in as "pottery for domestic use" is certainly a distortion of the intended application of the Act, and one that is likely to cause considerable injury to the seasonal trade in this article by the hold-up of the goods.

Business Changes

STEWART DUNN & SON, chemists, 98 High Street, Deal, have opened a branch at Mill Road, Upper Deal.

MR. WILLIAM KENNEDY, chemist and druggist, has purchased the business at 59 Kempock Street, Gourrock.

MR. T. H. THOMAS, chemist and druggist, has reopened the pharmacy previously carried on at 10 Randlesdown Road, London, S.E.6.

JOHNSON & SONS MANUFACTURING CHEMISTS, LTD., Hendon Way, London, N.W.4, have taken over the business of Redgrave Sitoria Ltd., United Wharf, Silvertown, London, E.16.

Pharmaceutical Society of Northern Ireland

Council Meeting

THE monthly meeting of the Council of the Pharmaceutical Society of Northern Ireland was held on November 20, in the Society's offices, Belfast, the president (Mr. J. E. Connor) in the chair. There were present also Messrs. R. I. Edwards (vice-president), W. J. Hardy, James Dundee, J. C. Culbert, Fred Storey, S. S. Badger, Horatio Todd, J. F. Grimes, W. Martin, G. W. T. McCann, S. H. Forrest, S. Gibson, A. C. McBride, W. S. Taylor, Professor Small and Dr. Acheson. Mr. D. L. Kirkpatrick (secretary) was in attendance.

CORRESPONDENCE

Mr. W. H. McBride, Ph.C., Woodstock Road, Belfast, wrote resigning his membership of the Society; his resignation was accepted.

DEATH

THE PRESIDENT referred to the death of Mr. W. C. Meeke, solicitor to the Pharmaceutical Society of Ireland, and moved a resolution of condolence with his relatives. He said Mr. Meeke was a keen lawyer and was respected by everyone. He always gave a culprit the benefit of the doubt, and was in every way a thorough gentleman. During his presidency in Dublin he (the president) accompanied Mr. Meeke several times to London in connection with the Poisons Bill, on which he gave masterly evidence. His loss would be felt by the Society in Dublin.

Mr. HARDY seconded the vote of condolence, saying he had known Mr. Meeke many years, and had been associated with him in London. His loss was a loss to pharmacy, not only in Ireland, but in Great Britain.

Mr. STOREY supported the motion, observing that the Society in Dublin had lost a great friend, who had the Pharmacy Acts at his finger-ends. He was outstanding in many ways and was a great friend to the trade.

The resolution was passed by a standing vote.

A RESOLUTION ON COUNCILLORS

The secretary of the North Irish Pharmacists' Association forwarded a copy of a resolution passed at their annual meeting, expressing the opinion that a member of the Council should not hold a paid position under the Council, as such a condition of affairs was abnormal and not consistent with the status of a councillor.

THE PRESIDENT said that if the matter was to be considered at all, it should be dealt with in committee. If there was nothing to prevent payment, and they were satisfied with the examiners, why should any person come along and tell them they were wrong?

Mr. McBRIDE moved, and Mr. GIBSON seconded, that the letter be marked "read."

Mr. DUNDEE moved an amendment that the matter be referred to the Education Committee. There was no seconder. Further discussion was ruled out of order.

THE NEXT EXAMINATIONS

THE SECRETARY reported that the examinations would begin on November 30.

Mr. STOREY moved, and Mr. TODD seconded, that the examiners for botany, pharmacy and pharmacognosy at the assistants' examination, if any, be those who act in those subjects at the other examinations, and this was agreed to.

MEMBERS ELECTED

The following nominated candidates were elected members of the Society:—Hugh Orr, The Medical Hall, Portaferry, co. Down; Alfred Holmes, 90 Albertbridge Road, Belfast; Gertrude Kelly, 603 Upper Crumlin Road, Belfast; David Martin Bell Kelly, High Street, Bangor, co. Down.

EDUCATION COMMITTEE

The Education Committee's report of October 26 contained the following:—

It was resolved that the following candidates, who submitted certificates from recognised bodies, be granted the certificate of Apprentice to a Pharmaceutical Chemist:—
Sidney Magowan, Thomas Spence Moore, William Arthur Beggs, James Paul, Thomas James Parke (Preliminary examination, Royal College of Physicians and Surgeons).

John Francey, Herbert Samuel McCauley, William Huey, Edward Davis Garvin, Kathleen Black, Mary McKirdy Hanna, Samuel Orr (Pharmaceutical Preliminary, Queen's University, Belfast).

William Ellis Gardiner, James Alexander Marshall, William James McKinstrey McCullough, Martha Marshall, Stanley James Johnston, Annie Evelyn Hunniford, John Joseph Ward, David Martin McCracken, George McCloy, Thomas Gray (Junior Certificate examination, Ministry of Education).

Thomas Little, John Joseph Daly (Senior Certificate examination, Ministry of Education).

George Elliott Monteith (Senior Certificate examination, Ministry of Education, Irish Free State).

The question was raised of some pharmaceutical chemists taking as apprentices boys who had not passed the Preliminary examination. It was decided to ask the Society's solicitors for their advice in this matter to see if anything could be done to prevent this happening. The Education Committee received the examiners and the principals and teachers of technical schools to discuss the examination results, examiners' reports and the papers given at the June examinations.

The Committee's report of its meeting on November 20 contained the following:—

It was agreed that the certificate of Apprentice to a Pharmaceutical Chemist be granted to the following candidates, who submitted certificates from recognised bodies:—

James Andrew Hamilton, Hannah Isobel Whiteman, Charles Holmes, Robert Ernest Peroli, Samuel Henry Wilson, James Humphreys White. Ninety-six candidates were passed for the Society's winter examinations.

Both reports were adopted.

Ulster Retail Drug Trade Association

A Deputation Seeks Assurances

A DEPUTATION from the Ulster Retail Drug Trade Association waited on the Council of the Pharmaceutical Society of Northern Ireland at Belfast, on November 19, with reference to the issue of licences for the sale of agricultural and horticultural poisons to others than chemists, and also with reference to the licence fees paid by chemists. The deputation consisted of Messrs. J. McDowell, C. B. Abernethy, J. Macaulay, J. McGregor and J. Moffett. Prior to the admission of the deputation,

Mr. TODD said the questions arose at a Committee meeting of the Association, when the same old cry was used about the Council doing nothing about agricultural and horticultural poisons and other things.

THE SECRETARY said the reduction of licence fees was in the hands of the Ministry of Finance and not the Ministry of Home Affairs. If the Ministry of Finance was told that the Inspector, Registrar, etc., were costing more than the Ministry were getting, they might put the licence up.

THE PRESIDENT (Mr. J. E. Connor) having welcomed the deputation,

Mr. McDOWELL said he would like to thank him, not only for his kind words of welcome, but also for the opportunity afforded them of coming there to present to him matters of extreme urgency, and to seek their aid in regard to procuring necessary reforms. They were in rather a unique position, representing as they did not a section but the entire retail drug trade in Northern Ireland. In other words, they were a national body, their past differences shelved, and their aim and

object was to do their best for the protection of their trade. The speaker then dealt with the sale of agricultural poisons and the licence fees. They wanted to know, he said, what the Council was doing to protect the drug trade from the sale of agricultural and horticultural poisons by non-licensed persons. Four years ago the Ministry had told them to wait on the Council, and they now wanted to know what was being done. They also wished a 33½ per cent. reduction on the annual licence fees.

Mr. MCGREGOR said they were always told that matters were being attended to, but they were fed up with the Council doing nothing. It was time something was done.

Mr. MOFFETT supported the views of the previous speakers. He thought the Council was doing nothing to satisfy them.

Mr. ABERNETHY said their trade was being filched away by grocers and drapers, not out of regard to the public, but as a means to an end. They cut prices to bolster up the legitimate trade. The fees were far too high, and the Government should be asked to lower them. The Council would have to do something, for the members of the Association were very insistent.

Mr. J. MACAULAY also spoke, and said he had trade filched from him by grocers and confectioners.

The PRESIDENT said they were in thorough sympathy with the deputation, but the difficulty was to try to get a proper remedy. They had discussed the confining of the sale of medicines to those duly licensed, and were most anxious to remedy the present defects. They were losing no opportunity of keeping the matter before the authorities, who were tied up to a large extent by what was done in Great Britain. As to the licensing fee, those subscriptions did not cover the expenses of the Home Office. All the facts had been carefully considered by the Society, and they would leave no steps unturned to rectify this when the right time came. It was not wise to give publicity to all they were doing in the interests of chemists.

Mr. ABERNETHY said there was no such thing as fees in England. The present fees were too high for all the

protection they were getting. The matters involved would have to be fought out some time.

Mr. McDOWELL suggested that the Council should draw up a memorandum of what it had done and let the members of the trade know.

The PRESIDENT said they would have to express confidence in the Council a little longer.

Mr. MCBRIDE said they were held up by the Government. Their secretary had taken steps on dozens of occasions to protect the interests of the country chemists. He had appealed in various cases against the issue of licences for the sale of poisons, but the Home Office had not upheld the appeals. The Government was at fault, and he had said the Council should resign as a body as a protest against the Government doing nothing for them.

Mr. TAYLOR said they had sent numerous deputations to the Home Office regarding the sale of poisons. The county councils issued these licences.

Mr. MCBRIDE said they had been told by the Excise they had no power to deal with the sale of perfumes by drapers and others who had spirits.

Mr. STOREY said they could not prevent the sale of things like tincture of iodine, which was not a poison. The Council opposed every licence that was issued to traders who were unlicensed, and the Ministry would cancel the licence; the traders then would go to the next meeting of the local authority, and get another licence. The Ministry then made a regulation that once a licence was cancelled it would not be reissued. Every man on the Council was with the deputation, but at the present time it was impossible to do more. The Council would not let the matter slip as soon as they saw an opening.

Mr. McDOWELL said they had received some information. They were glad to know Queen's University was not holding up the proposed Schedule.

The PRESIDENT assured the deputation the Council was doing everything it could in the interests of the pharmaceutical chemists of Northern Ireland.

Mr. McDOWELL thanked the Council for the reception given them, and the deputation retired.

Staff Problems

It is policy to present to customers an attractive staff. This is the first point to be borne in mind when engaging a new assistant. The chemist should always attempt to picture the applicant in the position in which he intends to place him—for example, behind the counter rendering service to customers. Always try to visualise the impression that your proposed employee would make on a customer. Take careful note of his dress, not so much what he is wearing as the way he wears it, and always give preference to a neat and well-groomed person. A tactful investigation should be made into the habits of the proposed before engagement as the employment of anyone whose habits cannot be called temperate may prove detrimental to business. If the person to be employed has previously been engaged in pharmacy a few questions on selling are not out of place, and questions on rapid arithmetical calculations might be put to applicants. Always remember that salesmanship does not demand genius but a cultivation of tact and personality. Having made your choice the next process is the training of your employee to your particular requirements. Make a point of encouraging, and do not fail to show your appreciation when things are done to your entire satisfaction. When occasion arises to reprimand do so tactfully. Show consideration for your staff, and, whenever possible, do not interfere with previous arrangements. For instance, if it is necessary to require the assistance of your staff after closing on any occasion, notify them well beforehand if possible, and always ask—do not order. Such treatment quickly earns the esteem and respect of your staff, which is vital to the smooth running of your shop. At all times bear in mind your position as employer, but refrain from ruling as a tyrant—it gains nothing. See that the shop is kept spick and span and be so yourself. This creates

an impression on your staff, who will naturally tend to become likewise. The supervision of the laundry of overalls is an extremely important point. Many pharmacists prefer white overalls to be worn in place of khaki ones. Notice the condition of the hands of your salespeople. Men are usually the worst offenders in this instance, and apprentices can often be seen serving with not only badly groomed, but dirty hands. This is no doubt due to the fact that they had previously been doing some dirty work. Insist on the washing of hands on all such occasions before the serving is commenced. A practice which is common in some establishments is that of calling across as to the whereabouts of a certain article or its price. This should be forbidden and the assistants taught to move about the shop as quickly and quietly as possible. This rule should have special reference to the dispensary, where only the noise of utensils in use should be heard. Bear in mind that dispensing service demands the full attention of the dispenser. When mixed staffs are employed, beware of those friendly chats, which if not checked in time become so prevalent. Forbid the use of familiar Christian or nicknames in the pharmacy—it is unbusinesslike.—*W. B. W.* (28/10).

FRENCH COLONIAL PHARMACY.—Interesting details as to pharmacy in the French Colonies have been published in connection with the recent Colonial Exhibition. In each colony the practice of pharmacy is regulated by a special decree. In principle only qualified French pharmacists may keep open shop in the colonies, but the limited number of available practitioners, the vastness of certain territories, and the difficulties of communication have made it necessary to authorise exceptions. The French colonies may be divided into the following four classes:—(1) Those reserved to qualified Frenchmen; (2) those where locally qualified men also exist; (3) those having no qualified pharmacists; and (4) Indo-China, where European medicaments are sold by qualified French pharmacists and by natives who have qualified at the local school of medicine.

Java Citronella Oil

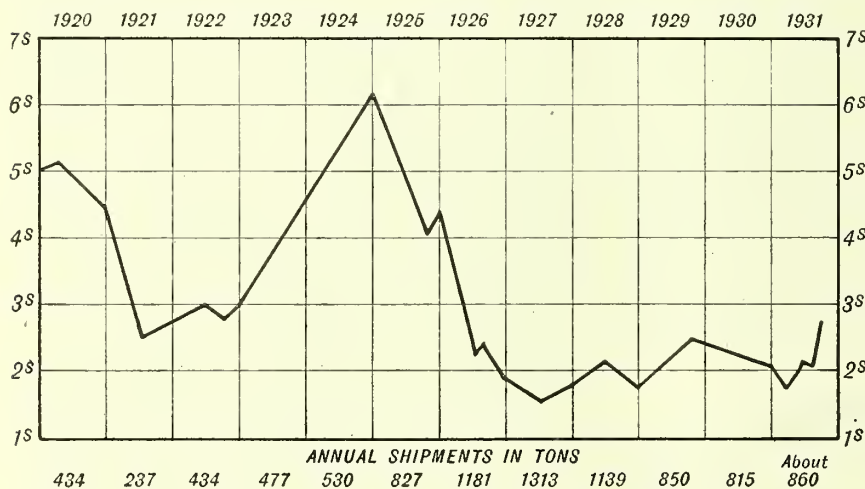
By A. C. Stirling

PRODUCTION AND USE

JAVA citronella oil is distilled from the freshly-cut grass *Cymbopogon Winterianus*, Jowitt, more commonly known as maha pengiri grass. (The Ceylon oil is distilled from *Cymbopogon Nardus*, or lca batu grass.) Practically the whole of the world's supplies are produced in the Dutch East Indies, but when prices were high a certain amount of almost identical oil was produced in Burma, the Malay States and South America. During the past year or two, however, supplies from these outside sources have disappeared entirely from the London market.

CULTIVATION AND CHARACTERISTICS

It is important to remember that a first cutting of grass can be made six months after planting, for which purpose autumn is the most favourable season. There-



after the grass can be cut about three times a year. The yield of oil per acre from very young plants is not up to the normal average figure of 25 kilos, but new plantations are a factor to be reckoned with and have affected the market very definitely in the past. The high prices ruling in 1924, for example, stimulated planting, and this contributed largely to the catastrophic fall in prices which took place during the first three months of 1925. The grass is distilled in a variety of ways. The small cultivators, mostly Chinese, still use comparatively primitive stills, whereas many of the large producers have installed modern appliances. The general characteristics of the oils produced, however, appear to be much the same. The limits of specific gravity and optical rotation are fairly wide (as can be seen from the table below), but they are not of very great importance, as the oils are valued on their total acetylisable constituents calculated as geraniol. This is sufficient, at any rate, for the soap maker, although the manufacturer of synthetics, for certain special purposes, attaches importance to the relative proportions of geraniol and citronellal which together make up the total alcohols. In such cases a guarantee of 36 per cent. to 40 per cent. of citronellal is sometimes required. The normal characters of the pure oil are as follows:—

Specific gravity at 15.5 °C.	..	..	0.885—0.900
Refractive index at 20 °C.	..	..	1.465—1.472
Optical rotation	..	..	+1° (rarely) —5°
Acetylisable contents	..	..	80%—91%

The non-volatile residue should lie between 2 per cent. and 6 per cent., and the oil should be easily soluble in three volumes of 80-per-cent. alcohol.

There have been many changes in the production, use and importance of essential oils during the past ten or twenty years, and Java citronella oil provides one of the most striking examples. From being almost unknown it has become probably the most important oil used by the makers of household soap and anti-fly preparations; it is, moreover, the basis of a number of synthetic perfumes and isolates, such as artificial geraniums, geraniol, citronellal, citronellol hydroxycitronellal, and so on. It is used largely in the manufacture of synthetic menthol and, were it not for the extreme cheapness of bois de rose oil, it would be used for the manufacture of linalyl acetate on a large scale. The text-books state that there were only two distilleries in existence in 1900, and production amounted to only 140 tons in 1914. As

will be seen from the figures on the accompanying chart shipments increased rapidly after 1921, until, in 1927, they rose to over 1,300 tons. (The figure given for 1931 is, of course, an estimated one.) High prices, which reached a peak of 6s. 3d. per lb. towards the end of 1924, had stimulated planting and production overran consumption; consequently prices dwindled gradually, until, in the middle of 1927, the oil was sold for as low as 1s. 7d. per lb. spot, London. Stocks, nevertheless, accumulated everywhere, and although shipments declined it has only been recently that these stocks have been dispersed. Speculation in this oil ceased several

years ago, and shipments now reflect consumption rather than production, but reports from Java agree that stocks are not accumulating there and so equilibrium appears to have been established.

THE OUTLOOK

The present price is reasonable and there would be no reason to anticipate any appreciable change in prices were it not for the position of other Java produce. Very low levels are ruling for such things as tea, rubber, coffee and spices, so there is a risk that planters may have turned their attention to the only article that pays, namely, citronella oil. As already pointed out, quick returns can be obtained from new plantations, and therefore the possibility of increased supplies in the spring must be considered. The position is still further complicated by the exchange. The rise of £50 to £60, a ton which occurred at the end of September was due entirely to a drop in sterling, and should Holland or the Dutch East Indies decide to leave the gold standard prices would naturally react. To sum up, therefore, there seems to be no particular reason for consumers to make purchases for distant delivery. If they continue their present practice of simply covering their requirements for a month or so ahead they will be unlikely to regret it.

IMPORT DUTIES IN THE FEDERATED MALAY STATES.—The Federated Malay States Government have introduced a number of new import duties, to take effect from November 11, including a duty on cosmetics and perfumes of 25 per cent. *ad valorem*.

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, November 26

It is difficult to imagine business under more trying and difficult conditions than those that are at present prevailing. Forward business in purchases to be covered by foreign currencies, if they can be arranged, is a matter of guess-work. By the time a shipper's quotation has been converted and an offer sent out on this market the exchange rates in the meantime have generally moved to such an extent that when an order comes back it has to be rejected and a fresh attempt at fixing a price has to be made. The many restrictions on dealing forward in foreign currencies has made matters worse. As a direct consequence of these chaotic conditions business generally has been particularly small in most lines. In the pharmaceutical chemicals market further advances in bismuth salts, iodides and quinine sulphate are recorded. Dealers have had to advance their prices considerably for new arrivals of all the products not available from home sources, such as barbitone, methyl sulphonol, amidopyrin, guaiacol carbonate, phenacetin, phenazone, salol and sulphonol. Bromides continue at keen prices, with home makers meeting the market. In crude drugs the chief items of interest are senna and honey, both of which are active and firm. In other directions business has been limited, but values are fully maintained, or advancing in comparison with the loss in sterling exchange values. In essential oils, business seems to have been very quiet, but here, again, the market is being held up and stiffened by the shrinkage in sterling values. Sicilian oils are dearer for new crop shipment. Bergamot is dearer under the control quotation, and spot has moved to some extent in sympathy. Although business has been poor, spot holders are not anxious to sell. In industrial chemicals there is little to report, except that the market is very steady throughout and values of imported materials are generally dearer. Fixed oils have had a bad week, and the markets are unsettled owing to fluctuations in exchange rates. American turpentine is again dearer and firm. In coal-tar products the prices for next year for carbolic acid crystals have been issued, and show a small advance. Practically all prices are liable to hourly alteration with exchange movements.

Exchange Rates on London

The following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	Nov. 26	Value of the £
Amsterdam ..	Fl. to £	12.107	9.10½	15/0½
Berlin ..	Mks. to £	20.43	15½	15/1½
Brussels ..	Belga to £	35	26½	15/1½
Copenhagen ..	Kr. to £	18.159	18½	20/5½
Lisbon ..	Esc. to £	110	110	20/0
Madrid ..	Ptas. to £	25.222½	43½	34/10
Milan ..	Lire to £	92.46	71½	15/4
Montreal ..	Dol. to £	4.86½	4.17	17/1½
New York ..	Dol. to £	4.86½	3.55	15/0
O to ..	Kr. to £	18.159	18½	20/9½
Paris ..	Fr. to £	124.21	93½	15/0
Prague ..	Kr. to £	164.25	123½	15/0½
Stockholm ..	Kr. to £	18.159	18½	20/3½
Warsaw ..	Zloty to £	43.38	32—34	15/2½
Zurich ..	Fr. to £	25.2215	18½	14/11½

Bank rate 6 per cent.

Pharmaceutical Chemicals, etc.

The chief feature of the markets this week is the stiffening effect of the persistent decline in sterling exchange values on prices of many products. Those articles which have to be imported are all considerably dearer to come forward, and spot values tend to harden. Iodides are again dearer. Home makers of bromides are leading the market despite keen Continental offers. Business has been decidedly poor, and there is a general feeling of uncertainty in the markets.

ADIPIC ACID.—Market is firmer: pure edible quality, one ton, 1s. 6d. up to 1s. 9d. per lb. for one-cwt. lots, carriage paid.

AMIDOPYRIN.—With the fall in sterling exchange values material to come forward is dearer; some spot may be offering at cheaper prices: crystals, five cwt., 15s. 6d.; two cwt., 15s. 9d.; less than two cwt., 16s. per lb., with powder 2d. per lb. extra.

AMMONIUM ICHTHOSULPHONATE is quoted steadily at the following rates: one cwt. 1s. 5d. in 14-lb. tins; 1s. 6d. in 1-lb. tins; 1s. 8d. in 8-oz. tins, and 1s. 10d. per lb., in 4-oz. tins.

ASPIRIN.—The market is fully steady and business continues satisfactory; home trade: ten cwt. 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 28 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s.; 1 lb., 3s. 4d., per lb. Export to Colonies and British Possessions: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d. per lb., f.o.b.; less than one cwt., 2s. 9d. per lb., ex works.

BARBITONE is inclined to be firmer although business is quiet: spot, one cwt., 9s. 5d.; smaller parcels, up to 3s. 7½d. per lb., as to quantity.

BENZONAPHTHOL is steady as quoted on spot by dealers at 3s. 6d. per lb., slightly less for quantities.

BENZOIC ACID (B.P.) is fairly bright, and values are well maintained: quantities, ex works, 1s. 10½d.; spot parcels, 2s. per lb., ex store.

BISMUTH SALTS.—Makers' Convention prices have been advanced on account of decline in sterling values.

	8 lbs. and under 28 lbs.	28 lbs. and under 1 cwt.	Not less than 1 cwt.
	Per lb. s. d.	Per lb. s. d.	Per lb. s. d.
Carbonate ..	9 1	8 7	8 4
Citrate ..	10 7	10 1	9 10
Nitrate cryst. ..	6 2	5 8	5 5
Oxide ..	12 8	12 2	11 11
Salicylate ..	9 1	8 7	8 4
Subchloride ..	12 3	11 9	11 6
Subgallate ..	8 7	8 1	7 10
Subnitrate ..	7 8	7 2	6 11

A rebate of 3d. per lb. on sales of not less than two cwt. (either for prompt delivery or on contract), provided delivery is completed or paid for within three months. Liquor bismuthi, P.B., in W-qts., 1s. 2½d. per lb.; in six W-qts., 1s. per lb.; in 12 W-qts., 10½d. per lb.; in 36 W-qts., 10d. per lb. Without engagement.

BROMIDES.—There is no change to report. Home makers are meeting all competition. The following prices are nominal: ammonium, five cwt. and over, 1s. 6d.; one cwt., 1s. 7d.; less than one cwt., 1s. 10d.; potassium, B.P. crystals and granular, five cwt. and over, 1s. 3d.; one cwt., 1s. 4d.; less than one cwt., 1s. 7d.; sodium, B.P., five cwt. and over, 1s. 5d.; one cwt., 1s. 6d.; less than one cwt., 1s. 9d. per lb., and slightly less for bulk quantities.

BUTYL CHLORAL HYDRATE is steady on a rather dull market: spot, 14 lb., 8s.; 7 lb., 3s. 3d.; 1 lb., 8s. 6d. per lb., in 1-lb. bottles.

CHLORAL HYDRATE.—Home makers' prices are steady; business slow: duty paid crystals, 2s. 11½d. to 3s. 1½d. per lb., as to quantity and packing.

CHLOROFORM.—Makers' prices continue unchanged: in drums, 2s. 3d. to 2s. 6d.; winchesters, 2s. 3½d. to 2s. 6½d.; 2-lb. bottles, 2s. 4½d. to 2s. 7½d.; 1-lb. bottles, 2s. 5½d. to 2s. 8½d.; 8-oz. bottles, 2s. 6½d. to 2s. 9½d.; 4-oz. bottles, 2s. 8½d. to 2s. 11½d.; for 10 cwt. down to 56-lb. lots, carriage paid on minimum cwt. lots.

CITRATES.—Makers' prices are unchanged: potassium citrate, B.P., 1s. 7d.; sodium citrate, B.P.C. 1932, 1s. 3d.; ferri ammon. cit. B.P. (brown), 1s. 9d. per lb., in 28-lb. lots; 7-lb. lots, 5d. per lb. dearer.

CITRIC ACID (B.P. CRYSTALS).—Although business has been quiet the market seems to be particularly steady. Imported material is quoted from 1s. 0½d. to 1s. 0½d., less 5 per cent., carriage paid. British makers quote 1s. 0½d. per lb., less 5 per cent. discount.

CODEINE.—Makers quote at the following figures: pure crystals and precip., 250 oz., 17s. 6d.; 100 oz., 13s.; 5 oz., 13s. 6d., and less, 19s. 8d. per oz. Hydrochloride and sulphate: 250 oz., 15s.; 100 oz., 15s. 6d.; 5 oz., 16s.; and less, 16s. 10d. per oz. Phosphate, 250 oz., 13s. 4d.; 100 oz., 13s. 10d.; 5 oz., 14s. 4d.; and less, 15s. 2d. per oz.

CREAM OF TARTAR.—The market is fully steady with business decidedly quiet. Foreign material is quoted from 87s. to 88s. per cwt., less 2½ per cent., carriage paid. British makers quote 99 to 100 per cent., 89s. per cwt., less 2½ per cent. discount.

CREOSOTE (B.P.) is offered on spot by dealers at 1s. 9d. for quantities, in demijohns: smaller lots, 1s. 10d. to 1s. 11d. per lb.

ETHER (METHYLATED).—Home makers' prices are unchanged: s.g. 0.750, 1s. 1½d.; 0.735, 1s. 2d.; 0.730, 1s. 2d.; 0.725, 1s. 4d. per lb., in w.-quarts; 12 w.-quarts, halfpenny less, and packed in drums or carboys 1d. less.

FERRI QUININE CITRATE.—Makers' prices continue without engagement: in 100-oz. lots, 9½d. per oz., in 100-oz. tins; 9½d. per oz. in 25-oz. tins; 9½d. per oz. in 16-oz. tins; 10d. per oz. in 8-oz. tins; 10d. per oz. in 4-oz. tins; 11½d. per oz. in 1-oz. tins; 1s. 2½d. per oz. in ½-oz. tins; ½d. per oz. more for smaller quantities, usual terms.

GUAIACOL CARBONATE is quoted to come forward from 6s. 11d. to 7s. 4d. per lb.: spot values may be in the region of 6s. 6d. to 6s. 9d. per lb.

HEXAMINE.—The market is again rather quiet, but prices are fully maintained: free-running crystals, spot, from 2s. 2½d. to 2s. 6d. per lb., as to quantity.

HYDROQUINONE.—There is very little interest in dealers' offers: ten cwt., 3s. 11½d.; five cwt., 4s. 0½d.; two cwt., 4s. 1½d.; one cwt., 4s. 1¾d.; 56 lb., 4s. 2¾d.; 23 lb., 4s. 4¾d.; 14 lb., 4s. 6½d.; 7 lb., 4s. 8½d.; 1 lb., 5s. 3d. per lb., carriage paid.

IODIDES.—Makers' prices are again dearer on account of loss in sterling values: Potassium iodide, B.P.: 1 cwt., 21s. 11d.; 23 lb., 22s. 2d.; 14 lb., 22s. 5d.; 7 lb., 23s. 5d.; 4 lb., 24s. 2d.; smaller quantities 24s. 11d., per lb. Sodium iodide, B.P.: 23 lb., 24s. 9d.; 14 lb., 25s. 3d.; smaller quantities, 25s. 9d., per lb. Iodine resub., B.P.: 1 cwt., 25s. 3d.; 23 lb., 25s. 6d.; 14 lb., 26s.; smaller quantities, 26s. 6d., per lb. Iodoform B.P. cryst. precip. or powder: 23 lb., 23s. 3d.; 14 lb., 23s. 9d.; smaller quantities, 29s. 6d., per lb. In quantities not less than one cwt. (which may be taken assorted), containers of 23 lb. and outer packages are free. Carriage is paid on any quantity. Under present conditions contracts are not accepted, but the usual rebates apply to quantities of five cwt. or more, if taken in one or more deliveries over four months. Deliveries will be invoiced at the rates current on the day on which order is received, or on the date of dispatch, whichever may be the lower. Quoted without engagement.

LACTIC ACID (B.P.).—Home makers are leading the market with values about 1s. 4½d. to 1s. 6½d. per lb., as to quantity. Foreign material, to arrive, would be dearer, and varies with sterling exchange. Some imported material on spot may be available at competitive prices.

METHYL SALICYLATE (B.P.) is unchanged with home and imported material at level rates: one ton and over, 1s. 4½d.; five cwt., 1s. 4¾d.; one cwt., 1s. 5d.; less than one cwt., 1s. 6d. per lb.; and small lots, in bottles, up to 2s. per lb.

METHYL SULFONAL is dearer to arrive on account of sterling decline. Spot offers may be rather cheaper: two cwt., 16s.; one cwt., 16s. 6d.; 56 lb., 17s.; small parcels, 17s. 6d. per lb.

MILK SUGAR is meeting with a fair business, and the market is fully steady: one ton, 50s.; ten cwt., 51s.; two cwt., 52s. per cwt., in two-cwt. cases.

PARAFORMALDEHYDE is steady while business is limited: 100 per cent. powder, quantities in kegs, 1s. 3d.; smaller parcels up to 1s. 5d. per lb.

PARALDEHYDE is competitive with business slow: quantities in demijohns, 9½d.; drums, 11½d.; winchosters, 11½d. per lb.; higher prices for smaller quantities.

PHENACETIN.—The market is dearer for material to come forward on account of the fall in sterling values; spot may be available at cheaper prices: crystals, ten cwt., 4s. 9½d.; five cwt., 4s. 10½d.; two cwt., 4s. 11½d. and less, 5s. 0½d. per lb., with powder 2d. per lb. extra.

PHENAZONE.—Quotations for material to arrive are dearer on account of the fall in sterling exchange values; some old spot material may be available at cheaper prices: crystals, ten cwt., 8s. 3d.; five cwt., 8s. 5d.; two cwt., 8s. 7d.; and less, 8s. 9d. per lb., with powder 2d. per lb. extra.

PHENOLPHTHALEIN.—The market has been rather quiet and is very competitive: ten cwt., 4s. 6d.; two cwt., 4s. 9d.; less than two cwt., 5s. per lb.

POTASSIUM PERMANGANATE (B.P.) is steady although business is only small: quoted from 6½d. to 7½d. per lb., as to quantity and packing.

POTASSIUM SULPHOGUAIACOLATE is inclined to be dearer with the fall in exchange: quoted 4s. to 4s. 2d. per lb.

PYROGALLIC ACID is steady but business is quiet: one cwt., 6s. 9d.; 56 lb., 7s.; 23 lb., 7s. 3d.; 14 lb., 7s. 9d.; 7 lb., 8s. 6d., per lb., in 7-lb. tins.

QUININE SULPHATE.—The official price has been advanced to 2s. 3d. per oz., carriage paid on bulk quantities, subject to alteration without notice.

RESORCIN is steady but business is limited: crystals, one cwt., 3s. 3d.; 56 lb., 3s. 3½d.; 23 lb., 3s. 4d.; 14 lb., 3s. 5d. per lb., with powder 2d. per lb. extra.

SACCHARIN is steady: 550, 1 lb., 43s. 6d. per lb. duty paid, with rebates for quantities.

SALICYLIC ACID (B.P.) is steady at home makers' prices: one ton, 1s. 5d.; ten cwt., 1s. 5½d.; five cwt., 1s. 6d.; one cwt., 1s. 6½d.; small parcels, up to 2s. per lb.

SALOL is inclined to be dearer to come forward; spot offers may be slightly cheaper: crystals, two cwt., 4s. 8½d.; one cwt., 4s. 10½d.; 56 lb., 4s. 11d.; smaller parcels, 5s. per lb.; powder, 2d. per lb. extra.

SODIUM BENZOATE (B.P.) is steady, with a fair business passing: one ton, 1s. 8d. up to 1s. 9½d. per lb. for small parcels.

SODIUM DIETHYLBARBITURATE is seldom inquired for; dealers quote: spot, 10s. 6d. to 11s. per lb. as to quantity.

SODIUM SALICYLATE (B.P.).—Competition for a rather limited volume of business. Home trade: powder, two tons, 1s. 10d.; one ton, 1s. 10½d.; ten cwt., 1s. 11d.; five cwt., 1s. 11½d.; one cwt., 2s.; 23 lb., 2s. 1d.; 14 lb., 2s. 3d.; 7 lb., 2s. 4d.; 1 lb., 2s. 5d. per lb., with crystals 1d. per lb. extra.

SULFONAL.—Prices for material to come forward are dearer, with fall in sterling exchange; spot material may be available at slightly less: crystals, two cwt., 12s. 10d.; one cwt., 13s. 4d.; 56 lb., 13s. 7d.; and less, 14s. 2d. per lb., with powder 2d. per lb. extra.

TARTARIC ACID (B.P. CRYSTALS).—This market is very steady, but business is slow: foreign is quoted at from 1s. per lb., less 5 per cent., ex wharf. British makers quote 1s. 0½d. per lb., less 5 per cent. discount.

THYMOL.—This market remains very flat: synthetic, fine white, one cwt., 5s. 9d.; 56 lb., 5s. 10½d.; 23 lb., 6s.; 14 lb., 6s. 3d. per lb.; ex ajowan seed, one cwt., 7s. 3d.; 56 lb., 7s. 4½d.; 23 lb., 7s. 6d.; 14 lb., 7s. 9d. per lb.

VANILLIN.—This market is healthy and prices are well maintained: ex guaiacol, one ton, 14s. 3d.; ten cwt., 14s. 6d.; five cwt., 14s. 9d.; three cwt., 15s.; one cwt., 15s. 3d.; 56 lb., 15s. 6d.; 23 lb., 15s. 9d.; 14 lb., 16s.; and less, 16s. 3d. per lb.; ex clove oil, 16s. to 19s. per lb. as to quantity, from one ton to less than 14 lb.

Crude Drugs, etc.

AGAR-AGAR.—While spot is quiet and unchanged, shipment is rather easier: spot, Kobe No. 1, 4s. 6d.; No. 2, 4s. 3d.; Yokohama, 4s. 3d.; shipment, Kobe No. 1, 3s. 10d.; No. 2, 3s. 8d.; Yokohama, 3s. 7d. per lb. c.i.f.

U.S. imports during the period January-August 1931 totalled 455,500 lb., against 288,300 lb. during the corresponding period of 1930.

ARNICA FLOWERS.—Spot quotations for Montana are at 7d. per lb.

BALSAMS.—Market is quiet and about unchanged: *Tolu*, 3s. 1d. to 3s. 2d.; Canada, 4s. to 4s. 2d. per lb.

CAMPHOR.—The spot market for Japanese is nominal, with practically nothing available. The shipment market is firm, with considerable business for afloat and near positions: slabs, 2s. 5d.; tablets, 3s. 1½d.; flowers, 2s. 5½d. per lb. c.i.f. English, natural refined B.P. flowers: one cwt., 3s. 2d.; 23 lb., 3s. 3d.; and less, 3s. 4d. per lb. English synthetic flowers, 2s. to 2s. 3d. per lb.

CANTHARIDES.—One or two cwt. of new crop now offering at 5s. 9d. per lb., to arrive.

CLOVES.—Rather quiet markets are reported, but values are just about maintained: Zanzibar, spot, 8½d.; shipment,

November-January, 7½d. c.i.f.; Madagascar, spot, 8½d. sellers.

The landings of Zanzibar in London during the week ended November 21 were 143 and the deliveries 20, leaving a stock of 994, against 309 in 1930. From January 1 to date, landings of Zanzibar have been 3,484, against 6,410 in 1930, and the deliveries 3,509, against 6,108 in 1930. Landings of Madagascar for the week ended November 21 were nil and the deliveries 67, leaving a stock of 660, against 934 in 1930. Landings of Madagascar this year to date have been 2,320, against 5,745 in 1930, and the deliveries 2,566, against 4,824 in 1930.

COCOA BUTTER.—Market is steady: prime English, 10½d. to 11d.; Van Houten's A, 11½d. per lb. in minimum one-ton lots.

COCONUT (DESICCATED) is about steady on spot: fine, 25s. 6d.; medium, 27s. 6d.; shipment is rather easier, with values at 23s. 6d.

COD-LIVER OIL.—A fair business continues. Exports of Lofoten oil up to November 21 were 30,000 barrels. Finest Lofoten steam-refined non-freezing medicinal oil, 120s. per barrel c.i.f.; spot, in minimum five-barrel lots, 127s. 6d.

ERGOT.—The market is about unchanged and quiet; Russian, scarce, 1s. 8d.; Spanish, 2s. 1d. per lb.; new crop, 2s. per lb. c.i.f.

GELATIN has been in a limited demand: market very steady: gold leaf, 2s. 3d.; silver leaf, 1s. 11d.; bronze leaf, 1s. 6½d.; thin leaf, 1s. 4½d. per lb., in one-cwt. cases.

GINGER.—Although the market is quiet, prices are well maintained, with West African at 29s. 9d. per cwt.

GUM ACACIA.—Offers of new crop shipment are now being made more freely: December-January shipment, Kordofan cleaned sorts, about 38s. 6d.; natural, 37s. c.i.f. Spot, Kordofan cleaned sorts, 43s.; natural, 41s.; bleached, 95s. to 100s. per cwt.

HONEY.—A very satisfactory volume of business continues to be done in this article and the tone throughout is very steady. There are no offers of Californian white clover. In Jamaica, the manufacturing grades are not receiving much attention, but the demand for medium and good qualities is active: Jamaica, good pale, from 40s. per cwt.; good medium, 36s.; dark amber, 23s. per cwt. spot.

LIQUORICE ROOT.—Single peeled is very scarce: January delivery, 37s. 6d., ex wharf.

LYCOPodium.—Spot is quoted at 3s. 10d. per kilo.

MENTHOL.—The market is fully steady and the demand has been good: K/S brands, spot, 15s. 9d.; shipment, October-December, 13s. 4½d.; January-March, 13s. 1½d. per lb. c.i.f.

MERCURY.—The official shipment quotation for Italian-Spanish remains at 30 dollars per bottle f.o.b. Spot is at £18 5s., and very considerable business has been done, not a little of it being speculation. Offers for mid-December arrival are at £18 5s. to £18 10s. per bottle, c.i.f.

PEPPER.—The market has been rather slow, but values are all fully maintained: Lampong, spot, 6½d.; shipment, October-December, 6½d.; January-March, 6½d. c.i.f. Tellicherry, spot, 7½d.; shipment, January-March, 65s. c.i.f. Alleppy, spot, 6½d.; shipment, January-March, 63s. sellers, c.i.f. White Muntok, spot, 8½d.; shipment, October-December, 8½d.; January-March, 8½d. c.i.f.

PIMENTO is still rather quiet, with spot at 2½d. and shipment about 22s. 9d. c.i.f.

RUBBER.—Generally quiet markets all the week, with values barely maintained. U.K. stocks, 130,661 tons, against 116,940 tons a year ago. World stocks at October 31 were 583,294 tons, against 448,471 tons a year ago. Standard ribbed smoked sheet, sellers, spot, 3d.; November, 3½d.; December, 3d.; January-March, 3½d.; April-June, 3½d.

SAFFRON is steady on a quiet market: prime B.P., 57s. 6d.; extra B.P., 50s.; super B.P., 49s. per lb., and less for good quantities.

SENEGA.—The market is a little brighter this week, with spot fully 1s. 9d. and upwards; shipment remains at 36 cents c.i.f.

SENNA.—Considerable interest has been displayed this week in all varieties. Tinnevely hand-picked pods continue to advance, with sales made at 7½d. per lb. ex wharf, London; f.a.q. are nominal in the absence of offers for shipment from India. Tinnevely leaves have been bought quietly at firm rates, the values being about 7½d. per lb. for choice No. 1: 5d. to 6d. ordinary No. 1: 3½d. to 4½d. No. 2: 3½d. to 3½d. No. 3, and 3d. to 3½d. common manufacturing. Alexandrian senna pods, manufacturing quality, have advanced sharply, with holders now limiting their offerings and quoting cautiously; a fair volume of business

has been done at 4½d. to 5d. per lb., which is still cheap in comparison with Tinnevely manufacturing. The finest quality of hand-picked Alexandrian pods is practically unobtainable, and anything of good quality soon passes into consumption without being offered on the market. The stocks of medium qualities are getting low, several parcels having been cleared from the market.

SHELLAC.—There has not been much life in the market: TN standard orange, 77s. 6d.; fine orange, 92s. 6d. to 175s.; pure button, 97s. 6d. spot. For delivery, TN, December, 69s. 6d. sellers, and March sold at 73s.; for arrival, TN, sellers, November-December and December-January, 68s. 6d. c.i.f.

STRAMONIUM LEAVES.—New crop Italian, 47s. 6d.; Hungarian, 55s., spot.

Essential Oils

The hourly fluctuations in rates of exchange and the further material decline in sterling has had the effect of making business very difficult, while values are either very steady or on a higher level. Shipment quotations converted into sterling are, of course, all dearer, and spot values tend to move in sympathy. Business has been poor but holders are not anxious to sell. Japanese demethylated peppermint is dearer and firm. Sicilian oils for shipment are all quoted at advances. Bergamot is mentioned at a better price under the control.

ALMOND.—The market has been very flat: genuine s.a.p., 7s. 2d. to 7s. 3d. per lb.; sweet almond, 2s. 1d. per lb.

ANISE (STAR).—The market is easier at the moment on silver: "Red Ship," spot, in leads, 2s. 3d.; in tins, 2s. 1d.; in drums, 2s.; shipment, in leads, 1s. 11d.; in tins, 1s. 9½d.; in drums, 1s. 8½d. per lb., c.i.f.

BERGAMOT.—It is now reported that the control has been instituted, and that in all probability it will be prohibited to sell for shipment below a specified figure, which, it is anticipated, will be on a higher level than recent figures. At the moment shipment offers are at about 11s. 3d. per lb., c.i.f. Spot would be about 10s. 3d. and upwards, as to seller.

BOIS DE ROSE is about unchanged on the week, while business has been unimportant. Cayenne, spot, about 6s. 3d.; Brazilian is irregular on spot at about 2s. 4d. to 2s. 6d. per lb., for good quantities.

CARAWAY is fully steady, but the demand is poor: spot, double-distilled, 7s. 6d.; crude, 7s. 1d. per lb.

CASSIA.—The spot market is fully steady as quoted at 3s. 6d. per lb. and forward would cost rather more. Business has fallen off.

CEDARWOOD has been of small interest. Spot is quoted at about 1s. 8½d. to 1s. 9d. per lb., as to quantity.

CINNAMON LEAF is being offered on spot in the region of 3s. 6d. per lb.: market is dull.

CITRONELLA.—A fair amount of business continues here, and the market is fully steady: Ceylon, spot, 1s. 9d., and shipment has advanced to the same figure, c.i.f.; Java, on spot, 2s. 7½d. to 2s. 9d. per lb., as to quantity.

CLOVE.—The moderate business passing is being done at keen prices with 90 to 92 per cent. about 5s. per lb. Madagascar is offering at about 4s. 3d. per lb. spot.

EUCALYPTUS.—The market tends to harden with business moving fairly well. Australian, 70 to 75 per cent., about 1s. 1d., and 80 to 85 per cent., about 1s. 3d. per lb. Spanish, 70 to 75 per cent., 1s. 3d. spot, and shipment fully 1s. 1d. per lb. c.i.f.

GERANIUM.—Bourbon tends to be firmer on spot, and to move up from 18s. per lb.: shipment continues irregular but on a higher level. Algerian is unchanged on spot at about 20s. per lb.

JUNIPER BERRY (B.P.) remains dull, with first quality material about 5s. per lb. Some second-hand parcels may be offered at a shade less.

LAVENDER.—Business has been very limited: French, 3s. to 40 per cent., 9s. 9d. to 10s. 3d.; 3s. to 33 per cent., 9s. 3d. to 9s. 6d. per lb.

LEMON.—A further advance in the price of Sicilian new crop is recorded, with quotations now in the region of 4s. 6d. per lb. c.i.f. for best brands of hand-pressed. Spot values are at about 3s. 11d. to 4s. 3d. per lb. as to brand and quantity. Californian, on spot, 2s. 8d. per lb., in drums. This is the cost of renewal of present stocks.

LEMONGRASS.—A considerable business has been done in this article and the market is firm as quoted: 2s. 5d. per lb. for anything available on spot, and shipment is at the same figure, c.i.f.

LIME remains dull and rather unsteady; genuine distilled, about 40s. per lb.

MANDARIN is steady, but there is very little business about: spot, 16s. 6d., with shipment about 16s. per lb. c.i.f.

ORANGE.—The quotation for finest quality Sicilian sweet, new crop, is close up to 7s. 3d. per lb. c.i.f. Spot is quoted in the region of 7s. 3d. per lb. Bitter orange, 6s. 6d. to 6s. 8d. per lb. spot. Californian, spot, 4s. 5d. to 4s. 11d. per lb. as to quantity. This is the cost of renewal of spot stocks.

PALMAROSA has remained quiet and the market is rather unsteady: spot, about 8s. 4d. to 8s. 6d. per lb.

PATCHOULI is offering on spot at about 14s. per lb., with the market very quiet.

PEPPERMINT.—The market is firmer and business has been on a good scale: Japanese dementholised, spot, 4s. 6d.; shipment, October-December, 3s. 10½d.; January-March, 3s. 9d. per lb. c.i.f. The shipment market is stated to be very firm. American oil is firmer, with shipment working out on present rate of exchange at fully 8s. 3d. per lb. c.i.f.

PETITGRAIN is well maintained at the former rate of 4s. 3d. per lb.; business has been moderate.

ROSEMARY.—There has only been small business moving: Spanish, about 2s.; French, about 3s. 10d. per lb. spot.

SANDALWOOD.—Official prices for genuine East Indian distilled are unchanged: one case, 27s.; two to four cases, 26s. 6d.; five to nine cases, 26s. 3d.; ten cases and over, 26s. per lb. in 75-lb. cases.

SASSAFRAS continues unsteady, with spot offers from 4s. 6d. to 5s. per lb.

SPEARMINT.—The spot price is about 8s. 6d. per lb. Some very cheap offers for shipment are on the market.

SPIKE.—The market is keeping very steady, with values for Spanish on spot and for shipment at about 3s. 9d. per lb.

WORMSEED.—Market is dull: spot, about 13s. 6d., and shipment about 12s. 6d. per lb. c.i.f.

The following arrivals have taken place from the countries indicated during the period November 19 to 25 inclusive: anise (Star) (Gy.) 19 cs.; camphor (Jpn.) 5 dms.; citronella (Java) 16 dms.; (Ceylon) 10 dms.; clove (Fr.) 17 dms. 3 kegs, (Madgser.) 1 dm.; eucalyptus (Austl.) 60 cs., (Spn.) 20 cs.; geranium (Fr.) 2 dms.; lavender (Spn.) 3 dms., (Fr.) 3 dms. 1 cs.; lemon (It.) 13 cs., (Nthlands.) 10 cs.; lemongrass (Ind.) 1 dm.; lime (Trinidad) 33 cs., (U.S.) 15 cs., (Br. Guiana) 6 cs.; musk (Fr.) 1 cs.; nutmeg (Gy.) 2 cs.; orange (U.S.) 54 cs.; palmarosa (Ind.) 2 pots; peppermint (Jp.) 20 cs., (U.S.) 5 cs., (Gy.) 2 cs.; spearmint (U.S.) 11 cs.; thyme (Spn.) 2 dms.; various (Nethlands.) 2 cs.; (Fr.) 20 cs. 1 dm.; (U.S.) 1 dm.; (Ind.) 7 dms.; wormseed (U.S.) 1 cs. 1 dm.

Industrial Chemicals, etc.

BUSINESS has been rather quieter, but the general tone is very steady; in fact, values of many products are tending firmer on account of the persistent fall in exchange values of sterling. ACETIC ACID continues fairly active, with values steady: 30 per cent. technical, £36 5s.; 80 per cent. pure, £37 5s. per ton, in barrels; glacial, pharmaceutical, 99 to 100 per cent., £58, in glass demijohns; glacial, in barrels, £47 per ton, carriage paid in U.K. ACETONE, B.G.S., is well up to former prices and business is moving: £60 to £63 per ton, in drums, carriage paid in U.K. AMMONIA (ANHYDROUS) meets with the usual small demand; market steady: 99.95 per cent. material, 10d. to 1s. per lb., in loaned drums, carriage paid, and less for important contracts. AMMONIUM CHLORIDE is rather dearer, with dealers quoting grey galvanising, £21 17s. 6d. per ton, in casks, ex store; slightly less for contracts. ARSENIC.—The market is irregular at high rates. Cornish is not available: Cornish white powdered, £25 per ton f.o.r. mines, nominal; Continental, £25 5s. per ton, c.i.f. U.K. port. BLEACHING POWDER is quoted by home makers at £7 per ton for four-ton lots, carriage paid. Imported material at about the same figure. FORMALDEHYDE is a bright market and values are fully steady: 40 per cent. by volume, £27 to £27 12s. 6d. per ton, in casks, ex store; slightly lower prices for big quantities. ISOPROPYL ALCOHOL is moving in limited quantities; market steady: first quality, ex acetone, 11s. to 11s. 6d. per gallon, in drums, carriage paid; ex "cracked petroleum" qualities, 9s. to 9s. 6d. per gallon. LEAD ACETATE is fully steady, although business is quiet: brown, £43 7s. 6d.; white, £35 15s. per ton, in casks, ex store. LITHOPONE.—Quoted rates are unchanged: 30 per cent. Continental red seal, £21 7s. 6d. per ton, ex store; forward, £18 per ton net, f.o.b. Continent. OXALIC ACID is a firm market, with quantities quoted at £42 10s. per ton; cwt. lots, 44s.

POTASH CAUSTIC, 88 to 92 per cent. solid, is quoted on spot at about £37 to £38 per ton, ex store. POTASSIUM CARBONATE is dearer on exchange values: 90 to 92 per cent., £26 5s. per ton; 96 to 98 per cent., £28 10s. per ton, in casks, ex store. POTASSIUM CHLORATE is steady as quoted; market quiet: quantities, minimum one ton, £33 per ton; small quantities, 4½d. per lb. ex store. POTASSIUM PERMANGANATE is in moderate demand: dealers' prices fully maintained: commercial quality, in two-cwt. drums, 6½d. per lb. ex store. POTASSIUM PRUSSATE is firm as quoted by dealers at £69 to £71 per ton for quantities in casks; small parcels, 8½d. per lb. RED LEAD.—Convention prices for English have been fixed at the following rates, and they are subject to withdrawal without notice: five to ten cwt., £31; ten cwt. to one ton, £30 15s.; one to two tons, £30 10s.; two to five tons, £30; five to 20 tons, £29 10s.; 20 to 100 tons, £29; 100 tons and over, £28 10s. per ton, less 2½ per cent., carriage paid: non-setting red lead, 10s. dearer; Continental red lead, £1 per ton cheaper. SAL AMMONIAC is very steady, while business is on the quiet side: dog-tooth crystals, £34; medium, £29; fine white crystals, £17 17s. 6d. per ton, in casks, ex store; slightly less for contracts. SALTCAKE is fully steady and business is fairly active: 57s. 6d. per ton, in minimum truck lots, in bulk, carriage paid. SODIUM ACETATE is in fair demand and the market is fully steady: £20 per ton, in casks, ex store. SODA CRYSTALS (CARBONATE) is steady at home makers' prices: £5 5s. per ton, in bags, f.o.r. works. SODIUM BICARBONATE as quoted by home makers is steady: refined, in bags, £10 10s. per ton, carriage paid. SODIUM CHLORATE is irregular and rather quieter: quantities, about £29 10s. per ton; small parcels, from 3½d. to 3¾d. per lb., ex store. SODIUM HYPOSULPHITE is much steadier: business quieter: dealers quote pea crystals, in one-cwt. kegs, £15 per ton; commercial quality, £9 2s. 6d., in casks, ex store; makers' price for pure crystals to home consumers on contract, £15 per ton, carriage paid to buyer's works. SODIUM PRUSSATE continues steady, while business is limited: quantities, 4½d. to 5d. per lb.; smaller parcels, up to 5¾d. to 6d. per lb., ex store. WHITE LEAD.—Convention prices for British are as follows: dry, less than five tons, £40; five to 15 tons, £35; 15 to 25 tons, £34 10s.; 25 to 50 tons, £34; 50 to 200 tons, £33 10s. per ton, less 5 per cent., carriage paid. Continental white lead, £1 per ton cheaper. Ground in oil, British, less than 10 cwt., £47 10s.; 10 cwt. to one ton, £47; one to two tons, £46; two to five tons, £44 10s.; five to 15 tons, £41 10s.; 15 to 25 tons, £40; 25 to 50 tons, £39 10s.; 50 to 100 tons, £39 per ton, less 5 per cent., carriage paid. Continental material, £2 per ton cheaper.

Coal Tar Products, etc.

CARBOLIC ACID CRYSTALS (39° to 40°). The following scale of prices will operate from January to June next, for home trade: 100 tons, 5½d.; 50 tons, 5¾d.; 10 tons, 5¾d.; five tons, 6d.; one ton, 6½d.; and less, from 6½d. upwards, per lb., carriage paid, in drums with over-casks.

Fixed Oils, etc.

THERE has been a rather marked falling off in business this week. Conditions have been disturbed by the fall in sterling values. Quoted values are maintained in most instances. Linseed is easier and dull, while American turpentine is again dearer and firm. ACID OILS are fully steady, but business is flat: coconut and/or palm kernel, 20s.; groundnut, 19s.; soya, 18s. spot. CASTOR.—The market is firm as quoted, although business is small: pharmaceutical, 48s. 6d.; first pressings, 43s. 6d.; second pressings, 41s. 6d. (barrels); cases, £4 per ton extra, ex mill. Hull, in not less than one-ton lots; Bombay, 33s. (drums) c.i.f. COCONUT.—The market is dull, but quotations are firm: deodorised, 33s. 6d. (barrels) spot; Ceylon, 24s. 9d. (drums) c.i.f. COTTON is slightly easier and the market has been flat: deodorised, 30s. 6d.; common edible, 29s.; soapmaking, 26s. 3d.; crude, 24s. 9d. (barrels) spot. GROUNDNUT continues at very high rates, with business limited: deodorised, 38s. 9d. (barrels) spot; crude Oriental, 26s. 6d. (drums) c.i.f. LINSEED (RAW, NAKED).—The market has been mostly dull and values for all positions show a loss on the week: on spot, 16s.; December, 14s. 9d.; January-April, 15s. 10½d.; May-August, 17s. Boiled oil, spot, 18s. OLIVE is steady and a moderate business has been transacted: edible, 6s. 3d., in drums, 6s. 9d. in tins in cases; B.P., 4s. 11d. per gallon, in 40-gallon barrels. PALM.—The market continues firm on quotation, but business is of little importance: Lagos, 22s.; softs, 21s.; mediums, 20s. 9d.; hards, 22s. 6d.; bleached 24s. 3d. spot. PALM KERNEL is dull and irregular: deodorised, 33s. 9d.; TURPENTINE has held firm all the week and values are again dearer. Total London stocks, 29,819 barrels. On spot, 49s. 3½d.; January-April, 50s. 6d.

London Drug Auction

Commercial Sale Rooms,

Mincing Lane, E.C.3.

November 26.

At the drug auction to-day eleven catalogues were submitted; the offerings were moderate, but the demand continues on the quiet side. The outstanding features were the higher prices ruling for Alexandrian and Tinnevely senna pods over last sale. Honey was dearer, and privately higher prices are being secured. Ipecacuanha was neglected. Sarsaparilla, only native sold. Orange peel is dearer, and of dragon's blood the market appears to have been cleared of the better qualities of reboiled lump. Waxes were firmly held, and a good business is reported privately. Rhubarb in fair supply, but in limited demand.

ALOES.—A parcel of 96 cases offered, of which 14 sold, darkish liver, at 100s.; very common, coarse, drossy, at 75s. Of Cape, 10 cases retired at 42s., a bid of 37s. 6d. per cwt. being refused. Socotrine (in skins): nine packages were withdrawn at 75s. to 80s. per cwt.

ARARоба.—A lot of eight cases, analysed by Harrison & Self as testing 58 per cent. chrysarobin, were limited at 2s. 6d. per lb.

BALSAM Tolu still remains in limited supply, and only five cases were catalogued, ordinary, part drossy, being held for 3s. 2d. per lb.

BENZOIN.—The offerings of Sumatra were much smaller than usual, the total quantity offered consisting of 77 cases, the bulk of the offerings being below the usual standard. A lot of five cases fair almondy seconds realised £77s. 6d., ordinary seconds retired at £6 10s., good thirds at £6 2s. 6d., common bark thirds, 75s. to 90s., according to quality. Siam was in good supply; fine loose medium to bold selected tear of good aroma was limited at £34; medium ditto, £31; small to medium, £27 10s.; pea and bean size, £24 10s.; grains, £21; brown dust, part blocky, £10 10s. Palembang; there were no supplies on offer, and we understand that stocks in warehouse are very small.

BUCHU.—The total offerings amounted to 23 bales, consisting entirely of new crop round leaves. Good green, free from stalks, realised 11d., and two bales fair green, slightly yellowish of third-class, sea-damaged were sold at 8½d. per lb.

CARDAMOMS.—The total offering were 133 packages, consisting chiefly of roughish Indian, which were chiefly withdrawn. Good Bombay decorticated were sold cheaply at 2s. 10d. per lb. Privately, the market is firmer, as prices from India continue to advance.

CASCARA SAGRADA.—A lot of 310 bags of new crop peel, good, bright colour was withdrawn without response at 55s. per cwt.

CASCARILLA.—The market has been cleared of quill. The offerings comprised 27 packages of siftings, which retired at 1s. 6d., which price sales are being made privately.

CHAMOMILES.—A fresh arrival of eight bales new crop Belgium flowers of fairly good colour was limited at 145s. per cwt.

COLOCYNTH.—The recent shortage of pulp has been relieved by the arrival of a new lot of fair colour seedless, which was retired at 1s. per lb.

DRAGON'S BLOOD.—There was an entire absence of good reboiled lump on offer, the only parcel of good blood catalogued was a small lot of natural tears from Bombay, of somewhat unusual appearance, which was limited at £40 per cwt. Privately there has been a good demand for reboiled lump, and supplies are short. Dullish slabs were withdrawn at £12 to £14, and reeds at £16.

ERGOT.—In all, 32 packages of Portuguese and Spanish offered and retired at 1s. 8d. to 1s. 9d.

EUCALYPTUS OIL.—Two parcels, testing 80 to 85 per cent. and 70 to 75 per cent., were not up in time for the auction, but we understand that the brokers' limits will be 1s. 3d. and 1s. 1d. per lb. respectively.

GAMBAGE.—Fifteen cases offered and one case fair bright Siam pipe, part darkish, was sold at £15 per cwt. Most of the parcels were held for more money.

GUAIACUM.—Only 21 packages were on offer, fair glassy block being held for 2s., slightly 1s. 6d. to 1s. 8d., partly drossy sorts were limited at 1s. to 1s. 3d. per lb.

HONEY.—The market is firm, and a new arrival of liquid Jamaica partially sold with keen competition at full rates. Jamaica, 55 packages sold, liquid pale, 40s.; liquid palish to palo amber, 34s. to 37s. 6d.; liquid amber, 28s. to 29s.;

set amber, 26s. to 27s. Fine pale smooth set quality still remains very scarce and is badly wanted, and would realise extreme rates.

IPECACUANHA was again neglected. Malta Grosso: 11 bales were on offer and were withdrawn at 6s.; Minas, four bales were retired at 5s. 6d.; Cartagena, a new arrival of 10 bales Cartagena; fair plump root were offered, one bale selling at 5s. Nicaraguan: a parcel of about 300 lb. was withdrawn, the broker announcing the limit was too high. We understand that the present weak tone of the market has been influenced by the cheap offerings from the Continent during the past fortnight.

KOLA were not in demand, and retired at 2½d. for fair bright washed, and 1½d. for dull and slightly mouldy.

MYRRH was in small supply, and the total offerings were 19 packages, good Aden sorts being held for £7 and dark woody and dusty retired at 80s. per cwt.

ORANGE PEEL very scarce, only three cases of thin cut so-called Maltese, of fair bright quality, were bought in at 7½d.

QUILLAI BARK.—A parcel consisting of 40 bags, crushed, was sold "without reserve" cheaply at 30s. to 31s. per cwt.

RHUBARB.—The offerings consisted of 140 cases Shensi, of good quality chiefly, retired at 4s. 6d. to 4s. 9d., one case medium flat realising 4s. 3d. For second grades 4s. 3d. to 4s. 6d. was asked; picking was retired at 2s. 6d. to 3s. 6d. according to quality. Canton in small supply, and was withdrawn at 2s. 8d. to 2s. 9d.; pickings, 2s.; high dried, flat, two cases of fine pinky fracture realised 1s. 10d.; common round was bought in at from 11d. for ordinary dull up to 1s. 8d. for fine fiery fracture.

SARSAPARILLA.—Of 26 bales native Jamaica, two sold at 1s. for fair mixed colours. Nine bales grey Jamaica retired at 1s. 6d. Mexican, 17 bales were retired at 7d., the selling broker intimating that private sales are being made at this figure.

SENNA.—The feature was the higher price secured for good hand-picked T.V. pods, seven bales selling at 8d. per lb. Subsequently a higher price was asked later in the auction. Leaves were firmly held, and a fair selection was catalogued. Alexandrian dearer, and manufacturing pods were all held for higher prices on account of the shortage of the Tinnevely variety.

TONKA BEANS.—A parcel of nine casks of fine bold well-frosted Angostura was withdrawn at 5s. Ordinary dark Para beans, part frosted, were held for higher limits, 10d. to 1s. 2d. per lb. being wanted. Several parcels of Para have recently been sold for export to the Continent.

TURNERIC dearer; the offerings consisted of Madras finger, which is now limited at 25s. per cwt., at which price sales have been made. Cochin split bulbs 20s. per cwt. was the limit.

WAX (BEES') was held for advanced prices. Of Madagascar, 26 bales had been sold privately. Benguela, fair pale were held for 95s. Other parcels offered comprised 20 packages Abyssinian, seven East African, which were retired at 90s. to 90s.; Jamaica, £5 10s.; Calcutta, bleached, was limited at £6.

Sudan Gum Acacia

BOXALL & Co. report exports from January to October 1931, compared with the same period of 1930, were as follows:—

To	1930			1931		
	Jan.-Sept.	Oct.	Total	Jan.-Sept.	Oct.	Total
Great Britain ..	3,376	78	3,454	4,211	305	4,516
U.S.A. ..	3,048	239	3,287	2,785	132	2,917
France ..	2,894	151	3,045	1,906	113	2,019
Germany ..	2,703	132	2,835	1,642	144	1,786
Italy ..	1,154	87	1,241	975	209	1,184
Belgium ..	1,027	60	1,087	1,086	99	1,185
Japan ..	500	143	643	823	33	856
Spain ..	308	26	334	291	45	336
Holland ..	433	56	489	619	43	662
Sweden ..	226	8	234	679	6	685
Norway ..	92	—	92	46	—	46
Australia ..	435	22	457	414	10	424
New Zealand ..	39	2	41	31	2	33
China ..	201	58	259	273	—	273
Canada ..	41	—	41	74	—	74
British India ..	23	—	23	108	2	110
Denmark ..	11	2	13	48	4	52
Finland ..	20	—	20	19	—	19
Poland ..	—	—	—	67	1	68
Yugoslavia ..	—	—	—	5	—	5
Rumania ..	14	2	16	12	—	12
Turkey ..	9	1	10	14	1	15

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor.

Does Dispensing Pay?

SIR,—Your issue of November 21 contains a letter from "Dispenser" on the subject of dispensing charges, in which he asks for some information as to the scheme adopted by the Federation of South-Eastern Pharmacists, now in use on the South Coast. Since inception its success has been justified by increasing support, and from personal experience I can recommend it wholeheartedly. Briefly, the plan proposes the pricing out system, together with a minimum flat rate; prescriptions to be marked in code, and such to be honoured by subsequent dispensers. Controversialists will ask, "How do you ensure the code price will not be cut by competitors?" I admit there will always be a miserable minority ready to take a mean advantage in this way, but experience has shown the majority will play up to the lead given by the first dispenser. This often proves of material benefit, as a prescription previously dispensed and not coded will frequently have the price cut with no desire to do so, with consequent loss of profit to all subsequent dispensers. On the South Coast the scheme is being worked with considerable success, and extension to the Metropolitan and other areas would diminish the frequency of the undercharges complained of. A card with full details and scale of charges is issued by the Federation, and can be obtained from the Hon. Sec., Mr. F. Roberts, 27 Montague Street, Worthing. I strongly recommend all interested to send for a copy, giving name and address, and enclosing a 2d. stamp to defray the postage.—Yours faithfully,

K. J. PADWICK.

Brighton.

SIR,—“Antiquus,” in his letter on this subject (*C. & D.*, November 14, p. 605), says that where really high-grade work has to be done on every prescription presented the remuneration at present obtainable is by no means liberal. Does not this high-grade condition apply to all dispensing which is done in the retail chemist's dispensary to-day? For panel work we are subject to the system of testing of dispensing, even though it is not absolutely necessary to go to any length in the way of elaborate finish with cork seals, caps, etc.; while with private dispensing the whole process has to be undertaken in a high-grade manner if we are to hold our own as pharmacists. It appears to me that the lack of proper remuneration for dispensing is largely due to the fact that much of the dispensing which is not in the hands of chemists is conducted in a decidedly low-grade manner. From this undoubtedly arises the idea that this sort of work does not require a high rate of pay.—Faithfully yours,

HIGH GRADE (23/11).

SIR,—With reference to the correspondence in *THE CHEMIST AND DRUGGIST* under "Does Dispensing Pay?" the following prescription was priced 1s. 6d. in a popular East Coast resort:—

Liq. hydrarg. perchlor.	3i.
Pot. iodid.	3iv.
Tr. nucis vom.	3ij.
Inf. gent.	ad 3viiij.

Yours, etc.,

J. C. B. (21/11).

The Medicine Stamp Acts

SIR,—Truly there is no end to the surprises and turns to which prosaic pharmacy is subject, and not the least surprising is the turn which the Medicine Stamp Acts case took as a consequence of the decision of Mr. Justice Rowlatt, so fully reported in your issue of November 21. As the case is subject to appeal, only comments of a vague character can be ventured upon for the moment. I well remember the Glyn-Jones

case—the interest it created at the time and the voluminous matter which appeared in the *C. & D.* for many months afterwards. This matter I carefully collected and collated, to find the material of great use in the intervening years; and now has come another surprise in that a decision has been given on a point which the prosecution did not press. The "known, admitted and approved" exemption is not without its difficulties, and every pharmacist would profit by dissecting out the conditions which control the effect of this exemption. The safety policy which has always been pursued in this particular by the *C. & D.* is that of sticking definitely to the conditions of exemption, particularly in respect to titles, composition, etc.—in short, to follow all those little details of which the official mind is so fond to the last syllable. These conditions have been repeated many times in respect to "Pharmaceutical Formulas."—Yours, etc.,

ANTIQUUS (23/11).

SIR,—All students of modern society must speculate occasionally concerning the principles guiding the formulation of regulations issued by the various departments of Government. "The greatest happiness of the greatest number" can scarcely have been in the minds of the revenue officials who from time to time have essayed to control and manage the patent-medicine stamp duties. In view of the cogent remarks of Mr. Justice Rowlatt I venture to ask if there is no one who will begin an agitation—if agitation is needed—for what he referred to as the recasting of "this mass of confused, obsolete verbiage," wherein lies imbedded those matters which should guide manufacturers and retailers aright. I hope something will now be done.—Yours, etc.,

CHEMICUS (24/11).

SIR,—Chemists are long suffering *ad nauseam*, but I fancy they will kick at last. A certain pill proprietary manufacturer has saved a sixpenny stamp and given us 3d. as our part of the "swag." I don't find it good enough, and intend to buy the goods stamped. Others please copy.—Yours faithfully,

R. (25/11).

Pharmacy and Poisons Bill

SIR,—Concerning Messrs. Linstead and Mallinson's letters in the pharmaceutical Press, we do not intend to be side-tracked on quibbles, but still maintain strenuous opposition to the Bill. We are accused of "deliberately misleading," but we feel sure these gentlemen were thinking of their own conduct in inducing chemists to believe they were opposing the Bill, whereas, as their actions show, they have been eager to get the Bill passed at any cost to the chemists. We have also been accused of treating the Society as an alien body. Our loyalty to the Society has never been in question, and such a remark is not only in bad taste but unworthy of a person in the position occupied by Mr. Mallinson. If perchance Mr. Mallinson should mean the Council of the Society, is there any wonder at it when the Council has alienated itself from the chemists' interests and also divided pharmacy in the face of what Mr. Mallinson terms the "common enemy"? Who is the common enemy? Surely we can have nothing more disastrous in pharmacy than this Bill. Will Mr. Mallinson answer the following questions:—

- (1) Does he approve of the Bill in its entirety?
- (2) If not, what amendments will he accept?
- (3) Has he at any time opposed the Bill in its entirety?
- (4) Will he deny that attempts have been made to get the Bill read a second time?
- (5) Is it true that he has pledged himself on behalf of the R.P.U. to accept the Bill with only one small verbal amendment?

We suggest that the peculiar position of these gentlemen is a result of their own policy, and that they should now be grateful to us for giving them this opportunity of making their object quite clear to all chemists. If these gentlemen require credit they can certainly have it with that of the B.P.A. as well, also our help if they will openly state that they, like the B.P.A., are opposed to the Bill. Mr. Mallinson last year, as secretary of the R.P.U., went to much trouble and expense to ascertain whether the Bill should be opposed or not. He received an answer which left no doubt in his mind on the matter. . . . While entire opposition to the Bill remains the wish of the rank and file, we shall continue to oppose the Bill.

Yours faithfully,

J. J. LAWS, M.P.S., Chairman;

J. F. McNEAL, M.P.S., Secretary, B.P.A.

Little Chalfont.

Dispensing Screens

SIR,—The article dealing with "Dispensing Screens" (*C. & D.*, November 14, p. 588), gives rise to a train of thought which brings back memories of various types of dispensing screens in pharmacies in which I have worked. The one illustrated in Fig. 2 is the one which in my younger days was almost invariably the kind fitted, but although the dispensing side of it may have been considered satisfactory, I do not think that the part visible to the public was really serviceable. "Ubique" says that the sponge case was an advantage, but in my experience it was not easy to handle. The upper glass showcases were generally used for bottles of perfume, but they had little selling value, and the ones below were too far beneath the eye level to make any display and were used, as a rule, for surgical sundries. I agree with "Ubique" that the counter top, usually of marble, was made use of to pile up goods in front of the mirror; often it was a syphon stand, and never looked elegant, whilst in one shop I was in it was adapted for a soda fountain. The top of the cases became the storage place for the stock of mineral waters, or, worse still, for wholesale drug bottles of various sizes, which looked untidy in the extreme. In one pharmacy I knew, a more elegant and also useful idea was the placing of two glass barrels on the top for distilled water with taps on the dispenser's side, whilst still better would be two small carboys with lights behind. The screen shown in Fig. 1 follows the same lines without the centre sponge case, and the same arguments apply with the exception that a better display can be made in the larger and undivided cases. Fig. 3 shows us an entirely new departure, and is certainly very attractive looking, although the hole in the centre savours more of a ticket office than of a dispensing department; the shelves, being visible, would have to be kept very neat and tidy, and the common practice of leaving scripts and notes on odd pieces of paper tucked between the bottles could have no place here. This transparent screen gives rise to the question in one's mind, why have a dispensing screen at all? There is nothing mysterious or shameful about the art of dispensing prescriptions, and if the public could see the dispenser at work it might educate them to a better comprehension of his skill and the care necessary to dispense medicine properly. If I remember rightly in the old pharmacy of John Bell, in Oxford Street, the dispensing was done on the counter on the right as one entered, and there was only a low shelf raised about seven or eight inches at the front of the counter, so that one could see the whole process.

Yours faithfully,

SCREENED (21/11).

Panel Patients' Bottles

SIR,—Now that panel chemists have suffered a further reduction in pay (of course, they all realise that the cut represents nearly double that which the teachers so gracefully accepted), should not an attempt be made to remove some of the anomalies and annoyances in the terms as they stand at present? For instance, the returned bottle nuisance. On the back of the official prescription form appears the following:—

"If medicine or other liquid is ordered by the doctor it will be necessary for the patient to provide a clean bottle or bottles of suitable form and size.

"The holder of this form may, by paying a deposit, obtain the necessary bottle or bottles from the chemist. The amount deposited will be paid back by the chemist if the bottle with the chemist's label attached is returned to him in a clean condition."

The first paragraph clearly states that the patient must provide a bottle. The second states as clearly that the chemist must lend him one. Why? It is surely no hardship to require the patient to provide a bottle for his medicine. On the other hand, the present system inflicts annoyance and loss on the chemist out of all proportion to the relief it affords the insured. What protection have we against the man who rescues a bottle from the dustbin, rinses it and brings it to the chemist with his prescription, thereby acquiring one of the chemist's labels and immediately raising the status of the bottle from zero to 2d? At any time thereafter that bottle is liable to be handed over the counter with a demand for that sum. I am personally confident that not 10 per cent. of the bottles for which I meekly pay were purchased in the first place; but there is nothing I can do about it. Even if I marked all purchased bottles, the mark would be liable to obliteration; and if a customer declares, with or without adjectival emphasis, that he paid for the bottle, I have only the choice of giving him 2d. or giving him the lie and losing a customer. Nor is this all. There is an increasing impression in the public mind that bottles are as good as coin of the realm when handed over a chemist's counter and, further, that there is a legal obligation on the chemist to redeem them. That impression is the direct result of the second paragraph quoted above. The market value of used bottles is that paid by the ragman; and I recommend those of us who periodically exhibit such concern for the chemist's "status" to consider very seriously the ultimate effect upon that status of our enforced competition with that doubtless worthy, if occasionally odoriferous, individual.

Yours faithfully,

Jarrow-on-Tyne.

R. ARMSTRONG.

The Training of the Unqualified

SIR,—I should like to answer Mr. Burge's letter in the *C. & D.* of November 7 (p. 577), because my experience in my younger days followed almost exactly the lines of the example he has given, although the ending was different. I had to pay all my own fees and to keep myself while studying, and then failed to pass; after that I managed to get a job in a wholesale house, so that finishing the day's work at 6 p.m. I had the evenings free to go to classes. It took me five years before I was enabled to find the time and money to make a second attempt, at which I was successful. I do not grudge those five years now; but when I note the unqualified drug stores with which I have to compete (and which are apparently conducting almost the same kind of business without the worries of regulations and inspection) I cannot help wondering whether the time and money spent has brought me any real advantage. In the last part of his letter I think Mr. Burge has missed my point. He says that presuming panel chemists resigned in a body, would it not be feasible that the work would be offered to and accepted by the doctors? Quite, but where I disagree with him is where he adds the proviso "subject to the dispensing being done under their direct supervision or by a qualified chemist." I do not think that if the doctors took over the work they would entertain the qualified chemist idea for one moment. Why should they? Their own dispensaries are already conducted "under their own supervision," and they would not alter the method. In such a case all the present machinery would be swept away; the doctors would receive a lump sum comprising their capitation fees and the drug fund inclusive, and they would provide exactly such medicine and in such a manner as they thought fit. So long as we have statutory examinations and qualification to fit us for work which we have no statutory prerogative to do, so long shall we be in the position of the under-dog.—Yours truly,

COMMON NAME (17/11).

Legal Queries

Ambra (24/11).—The use of the title "Bunion Ointment" renders the article liable to medicine-stamp duty.

D. M. B. (7/9).—A patent medicine licence can be obtained from any collector of Customs and Excise who issues excise licences, or from the Accountant-General (Cashier) at the Custom House, Lower Thames Street, London, E.C.3.

A. C. N. (18/9).—The custom of the trade is one month's notice for qualified as well as unqualified assistants, and this has been upheld by the Courts. This, of course, applies only in the absence of any agreement stipulating other conditions.

W. J. A. (19/11) asks if it is legal for a drug store to be kept open on the early closing day, in the evening, for the sale of medicines. [The shop may be kept open for the sale of medicines and medical and surgical appliances only. The Shops Acts do not provide that the proprietor of the shop must be qualified.]

F. E. (20/10).—The fact that National Health Insurance dispensing receipts cover materials supplied and fees, and that little or no profit is realised on drugs, etc., supplied, is irrelevant. The cost price of all drugs bought by the chemist will appear as a charge against the periodical profits, consequently the sums received must be included on the credit side of the account.

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

A. and N. C. (5/108).—The stick used for touching-up dyed hair is made on the basis of a grease pencil, such as is used for writing on glass. However, it is inferior to the latter, owing to the use of lamp black in the place of aniline. We would suggest the following formula for a black grease pencil:—

Lampblack	...	...	...	10.0
White wax	...	...	...	40.0
Tallow	...	...	...	10.0

W. F. F. (13/18).—BOTTLE-CAPPING SOLUTIONS.—Formulas for bottle-capping solution are as follows:—

I	II
Gelatin sheet (cut small) 3ij.	Pyroxylin ... 5 parts
Glycerin ... 3vj.	Acetone ... 50 parts
Glue size ... 3iv.	Benzene ... 20 parts
Amyl acetate ... ʒij.	Amyl acetate ... 25 parts
Colour ... q.s.	The appropriate colour is given with a spirit soluble aniline dye. The caps can be made by using test tubes as formers.
Soak the gelatin in cold water for ten minutes; dissolve on a water bath, then add colour and amyl acetate. Dip while warm.	

A. M. (7/10).—HAIR BLEACH.—This sample occurs as a colourless crystalline powder. It is a compound of hydrogen peroxide and urea, commonly known as solid hydrogen peroxide.

C. S. A. (6/10).—POWDER FOR EXTERMINATING SLUGS AND WORMS ON LAWNS.—This powder has as components potassium nitrate, chalk and an organic powder which has the appearance of being waste material from some process, possibly from a tannery. It is characterised by its presenting very little of definite structure under the microscope, by its swelling with dilute acid, and by its giving a dark bluish colour with ferric or ferrous salts. It gives some other reactions of tannins, but it does not give a good precipitate with gelatin. Lime should be a better agent than chalk; possibly this was the original ingredient, which has deteriorated into chalk.

Subscribers' Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics.

Appreciation

C. & D. *j.*
M.s.a. Mitte tales *Lij.*
Sig. Cap. j. semel hebdomada.—*Sub* (23/11).

While one admires the improvements in the cover of the *C. & D.*, one may also express admiration of the wonderful variety of the contents. Few, if any, trades or professions are in the position of having delivered weekly to them such a business help and topical review. I wish every British chemist realised this business asset and perused its pages from beginning to end; then many of the inconsistencies reported in pharmacy would soon disappear.—*Scotia* (24/11).

Camphorated Tallow

The following may be supplied when camphorated tallow is asked for:—

Camphor	...	...	...	2 parts
Tallow	...	...	...	95 parts
Soft paraffin (white)	...	...	...	5 parts (or q.s.)

Tallow seems to be used considerably in some parts of London for skin treatment.—*Northerner* (17/11).

Theft of Optical Trial Case

Mr. J. H. C. Lee, chemist and druggist, Golder's Green, London, N.W., has had an optical trial case stolen from a carrier tricycle and asks any *C. & D.* subscriber who may obtain information regarding it to communicate with Bow Street Police Station. *Mr. Lee* states: "The case is of a type which is, I believe, exclusive to Messrs. J. & R. Fleming, and can easily be identified. It consists of an oak cabinet, containing a single tray, which rises as the lid is opened, and is fitted with the usual complete set of rimmed trial lenses."

From a Legal Contemporary.

The "Solicitors' Journal" for November 21, commenting on the Poisoning Statistics for 1930 (*C. & D.*, October 24, p. 515), which, says our contemporary, contains some illuminating figures, remarks upon the enormous increase in deaths from lysol and carbolic acid which "shows more eloquently than anything else the folly of the 1908 Regulations which allow such things to be sold by unqualified tradesmen." The writer goes on to refer to deaths from cyanide used for horticultural purposes, and observes that "happily the ill-starred Poisons Bill of last session, which proposed still further to increase the facilities for obtaining these dangerous chemicals by letting any tradesmen who chose to do so sell them, was scotched in time, and is not likely to be brought to life again for many a long day!" —*Jus* (24/11).

Retrospect of Fifty Years Ago

Reprinted from

"The Chemist and Druggist," November 15, 1881

Oil of Anda

So far back as 1849, *Mr. Alexander Ure* investigated the purgative properties of the oil of anda. . . . He found that small doses were better than larger ones, and in several reported cases it appeared that twenty drops administered on sugar proved successful. . . . *M. Mello-Oliveira*, of Rio Janeiro, has endeavoured to bring the remedy into notice under the name of "huile d' anda-assu" . . . *Mr. Mello-Oliveira* comes to the conclusion that oleum and a fassu (or açu) may be employed wherever castor oil is indicated.



[Commenced C. & D., July 5, 1924]

Winding Up.—There are three modes by which a limited company may be wound up: (a) By the court; (b) voluntarily; (c) subject to the supervision of the court. The High Court has jurisdiction to wind up any company registered in England: and if the share capital of a company, paid up or credited as paid up, does not exceed £10,000, the county court of the district where its registered office is situated has, as a rule, concurrent jurisdiction with the High Court to wind it up. In Scotland, the Court of Session and the local sheriff courts, respectively, have like jurisdiction. A company may be wound up by the court if (1) the company has, by special resolution, resolved that it shall be wound up by the court; (2) default is made in delivering the statutory report to the registrar, or in holding the statutory meeting; (3) the company does not commence its business within a year from its incorporation, or suspends its business for a whole year; (4) the number of members is reduced, in the case of a private company, below two, or, in the case of any other company, below seven; (5) the company is unable to pay its debts; or (6) the court is of opinion that it is just and equitable that the company should be wound up. When a winding-up order has been made by the court, no action or proceedings can be continued or started against the company without the leave of the court. The procedure in the compulsory liquidation of a company by order of the court is on the same lines as that followed in the case of the bankruptcy of an individual or firm, and the official receiver acts as provisional liquidator until some other person has been appointed as liquidator. A company may be wound up voluntarily: (1) When the period, if any, fixed for the duration of the company by the articles of association expires, or the event, if any, occurs, on the occurrence of which the articles provide that the company is to be dissolved, and the company in general meeting has passed a resolution requiring the company to be wound up voluntarily; (2) if the company resolves, by special resolution, that it shall be wound up voluntarily; or (3) if the company resolves by extraordinary resolution that it cannot by reason of its liabilities continue its business and that it is advisable to wind up. A liquidation started by any of the three modes mentioned above is known as a "creditors' voluntary winding up." Where it is proposed to wind up a company voluntarily, the directors, or, if there are more than two, a majority of them, may, if the circumstances warrant, make a statutory declaration to the effect that they have made a full inquiry into the affairs of the company and that, having done so, they have formed the opinion that the company will be able to pay its debts in full within, at the most, twelve months from the commencement of the liquidation. When this course is followed the liquidation is called a "members' voluntary winding up"; and although most of the formalities that have to be observed in connection with it are the same as in the case of a creditors' voluntary winding up, the necessity to call a meeting of creditors is dispensed with. When a company has passed a resolution for voluntary winding up, the court may make an order that the liquidation shall be continued, but subject to the court's supervision and, generally, on such terms and conditions as the court may think fit. In winding up, whichever method is adopted, certain general provisions apply to ensure that all debts shall be paid in full, or *pro rata* to the extent of the available assets. If the company is insolvent, certain debts must, as in the case of bankruptcy, be paid in priority to others. In the event of the winding up of a company limited by shares, contributories (shareholders) are liable to contribute to the

extent of any amounts unpaid on the shares in respect of which they are liable; and in the case of a company limited by guarantee, members may be called upon to contribute to the extent of the amounts which they have undertaken to pay upon winding up.

Window Base.—The window base is virtually a display platform. Fixed at a level with the junction of the stall-riser and the plate-glass, it is generally supported on bearers at about 1 ft. 6 in. to 2 ft. 6 in. from the floor level. Some chemists, however, prefer to have their window bases slightly higher than the top of the stall-riser, and set back slightly from the plate-glass. Where this is done the window base is given a sloping side, a few inches deep, known as a window-riser. With the tendency to display fewer goods in the window, and those more attractively, it is important that the window base shall be kept in good condition, so that it may take its place as part of the setting for the display. If plain, unpolished batten boards are used for the window base, it is a good plan to cover them with an inlaid linoleum of parquet design, or of some suitable colour, which can be easily kept clean by an occasional rub over with a damp cloth. Paper with a highly enamelled surface is also quite suitable. Alternatively there are various ranges of glossy-surface window-dressing papers sold in rolls of varying lengths (average 12 yards by 22 in. wide) for a few shillings a roll. These materials, although not so durable as linoleum, have the advantage that they can be easily changed to blend with a given colour scheme or to provide a seasonable setting. Parquet bases are popular for shop windows to-day; but, for the small window, the ordinary inlaid parquet work is not always suitable, and might be considered too expensive. For this reason, a special parquet is now supplied for the purpose, $\frac{1}{4}$ in. in thickness, mounted on a prepared canvas backing, and supplied in squares of 24 in. ready for laying. For temporary use, crêpe paper is quite suitable as a base covering. Temporary coverings of this description should be fixed by means of drawing pins. Where the window base has a sloping side it is generally finished with a moulding or beading, and this projecting edge has certain advantages where temporary base coverings are used, in that it allows them to be folded over and pinned underneath out of sight. In many shops, the section of the window below base level is either not used at all or just filled up with lumber. This is valuable space which should be put to effective use, and, if it is enclosed by folding or opening doors, or fall-flaps, it might be employed for the storage of fittings or goods. An infrequently applied but quite practical method of turning this space to advantage is to use a clear plate-glass window base, instead of the usual one of wood, and to fit beneath it four (or more) tubular or strip lamps to illuminate the lower section, and to provide a lighted up setting for the goods in the window. By this method, the lower portion (below the plate-glass) could also be used for display. In one shop this double deck display has proved extremely effective for the display of Christmas gift lines, and special seasonable attractions. The displays on the lower level are obviously not intended to be seen to the same advantage as those on the glass window base; but their value lies in the manner in which they arouse the curiosity of customers. If the lower section of the window is lined with matchboarding, the thickness of this, *plus* one joist at the back, will generally be sufficient to support the glass base in a small window. In a larger window, it may be desirable to have the glass base framed in two sections.

Window Dividers.—The tendency to-day with chemists' window display is to exhibit the goods in classifications, rather than to have a jumbled collection of indiscriminately arranged merchandise. This method of display is considerably simplified if the windows are sectionalised by the use of portable dividers, which are easily made of fibreboard or laminated panelling. Each window might by this method be divided up into three quite distinct sections, and in each section a representative selection of specialised goods could be displayed in a manner which rivets the attention of the potential cus-

The C.&D. Commercial Compendium

tomer. This segregation of displays is to-day found more effective from the selling point of view, because there are no distracting influences, and the onlookers' interests are not distracted by a conglomeration of goods, as they are in so many shop windows—an almost overpowering mass effect, which, because it is stereotyped and also confusing, diminishes rather than increases the interest of the shopper. Window dividers should not be permanent fixtures, but portable and light, so that they may be easily withdrawn if at any time it is desired to give the window up to a scenic or proprietary display. Standard types are produced by the shop fitters; but, generally speaking, it is advisable to have them specially made to suit the requirements of the individual window, slightly higher at the back than at the front, and of unobtrusive design.

Window Dressing.—During the last two decades, window-dressing has developed remarkably as a specialised phase of selling. After plate-glass was invented, shop windows tended to increase in size, until in the early days they reached unsightly and quite useless proportions. Retailers tended then to crowd the maximum number of goods into their windows. Now there is a reaction against this over-use of plate-glass and overcrowding of windows. The more progressive display men aim at a suggestion of intimacy and an air of restraint about the window. Instead of stereotyped rows of shelves, display stands and supports of varied colours and designs are used. These take their place unobtrusively in the display setting, especially those of modernist design, which have the effect of drawing attention to the goods, whilst remaining themselves subtle factors in the display scheme, or else, by their simplicity of outline, enhance the value of the goods by contrast. That is not to say, however, that shelf displays are not longer practical or incapable of being given a pleasing appearance. Adjustable bars and brackets supporting short lengths of glass shelves, fitted on the alternating or staggered principle, may be used with more effect than ever before. Several new types of sloping shelf devices have recently been introduced. Artificial light has now become an important element in modern window-dressing, not only in its utilitarian sense, but as a definite factor in the display scheme, for small illuminated units are now obtainable which serve the dual purpose of supporting and throwing into prominence the goods exhibited for sale. The most successful window-dressing to-day is that which combines an element of beauty with the practical presentation of the right merchandise. Right in the sense that it is seasonable and suited to the class of passing or local trade catered for by the chemist concerned. Haphazard methods of window-dressing are uneconomical to-day. The window should not be regarded merely as a space to be filled or "arranged," but as a valuable area, paid for in the shop rent and rates, and capable of being used in such a manner that it exercises a vital influence upon turnover.

Window-dressing Papers.—Many varieties of special papers are now produced to assist the window dresser to make his display attractive. About a hundred different patterns of coloured, glossy-surface paper is now obtainable in rolls (average size 12 yards by 22 in.). One example suitable for the chemist's window is an imitation of wax-polished oak parquetry. This is produced on extra tough paper, with a dull finish in green, or a dull or varnished finish in brown. Some of these papers lend themselves well for seasonable displays, especially those imitating natural scenery or outdoor effects. For the autumn there are heather and gorse, or moorland papers; for spring and summer there are buttercup, grass, crazy-paving, and white embossed pebble papers. For surgical or sanitary displays there is an imitation white tile or imitation marble design, and so on. Crêpe paper is an extremely adaptable material, and it is now obtainable in a great variety of colours. The firms producing it generally supply useful brochures, explaining how to use crêpe paper to best advantage. One of the

newest materials for window dressing is metallic paper or foil. This has become particularly popular since the arrival of the modernist vogue in window display. It lends itself admirably to the sharp angles and contrasting effects of modernist design, and it is eminently suitable for use in conjunction with coloured lighting. Most of the display sundries firms can supply metallic window-dressing papers in almost any colour desired or in metallic hues, such as gold, bronze, or aluminium, or in scintillating tones. Most varieties are produced in either plain or embossed form. Another useful but quite different class of window-dressing paper takes the form of transparencies for application to plate-glass in front, or to the glazed portion of the enclosure. Several different designs are obtainable printed in white on a cream ground. These are particularly suitable for use on the over-transome portion of the window, if the latter is in plain glass, or for the upper portion of the plate-glass where no transome rail is fitted, to screen the window lighting from public view. Paper friezes are now obtainable for this purpose in imitation of the popular engraved glass or leaded lights. Both these patterns have a closer resemblance to the real glazing, being reproduced on specially prepared paper from an actual photograph of the real glass.

Window Enclosure.—The window enclosure is the fixture which surrounds the display space, comprising, in the strict sense, background, ends (sides), and false ceiling of the portion devoted to window display. Frequently, however, it is merely a panelled or glazed background, one end of the window being a section of the shop wall, and the other the plate-glass return section facing the lobby. Modern windows frequently have two sides enclosed, leaving a space between the return section and the shop wall for access to the window or for storage space. For windows fitted with carboys, a false ceiling may be an advantage, because it serves to conceal the bresssummers supporting the carboys, and also to provide scope for direct overhead lighting instead of from an angle of the plate-glass and main ceiling. Fibre-board and plywood painted white, and having suitable apertures cut for the lips of the reflectors, is most frequently used for this purpose to-day, but clear plate-glass and obscured sheet-glass are sometimes fitted as false ceilings to the window. For the back portion of the enclosure, hinged doors, glazed with hammered cathedral or figured rolled glass, are mostly favoured, because, whilst preventing movements within from being seen from the outside, and also concealing, or, at any rate, obscuring, the back view of the display from customers inside the shop, it also allows a good proportion of daylight to filter through into the shop. If the shop is already well supplied with natural light, panelled enclosures of plywood, faced with walnut or metal veneer, would be very suitable. Hinged doors are generally preferred to sliding doors, because they more effectively exclude dust from the window, and also because the latter need a double row of tracks which necessitate a thicker enclosure, and thus loss of several inches of valuable display space. There is room for improvement in the methods of fastening window enclosures. The present system of turning handles is a direct encouragement to leave doors only partially closed. A system of automatic closing by ball-spring catches might prove an advantage as a time and labour saver, as well as a deterrent to this habit of leaving enclosure doors open. Mirrored enclosures should be avoided. They detract attention from the display, and also reveal a view of the backs of fittings and showcards not intended to be seen.

Window Reacher.—Customers sometimes express a desire for the actual goods displayed in the window, and it generally pays to humour them in this respect, even though precisely similar goods are available from stock in the shop. Often it is difficult to remove an article by hand from the front of the window, without partially dismantling the display. This difficulty may frequently be obviated by the use of a window reacher. Several varieties of these are obtainable.

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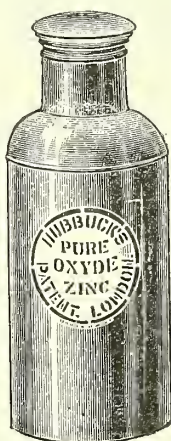
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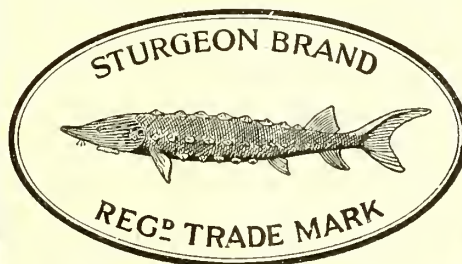
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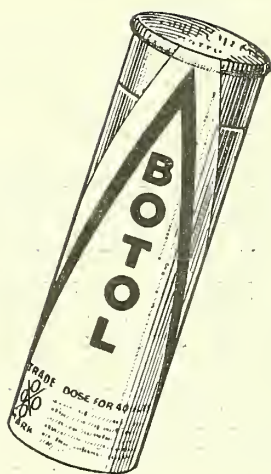
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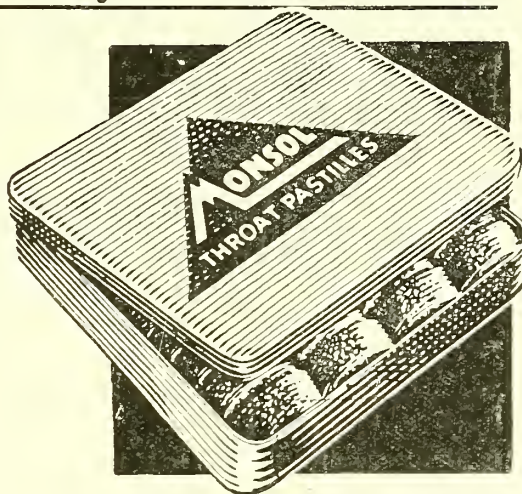
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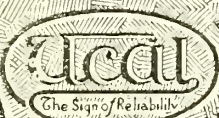
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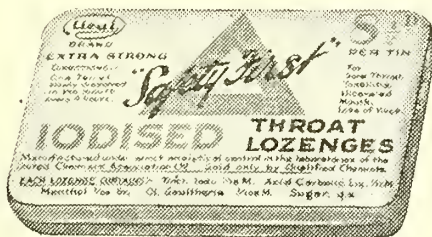
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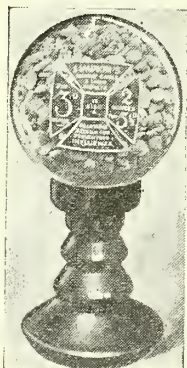


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Send to-day for full particulars and terms to Lactogen Bureau (Dept. AZ27), Nestlé and Anglo-Swiss Condensed Milk Co., 6 and 8, Eastcheap, E.C.3.

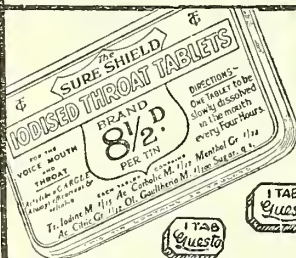
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8 1/2^P Tins

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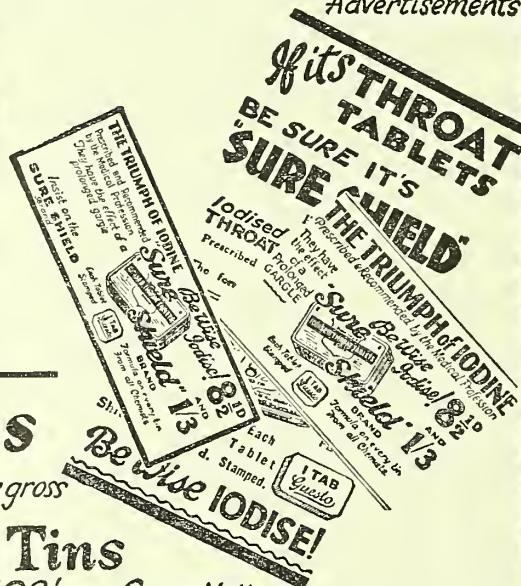
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Antiseptic irrigation solution

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Sterilising fluid for surgical and dental
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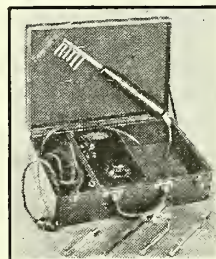
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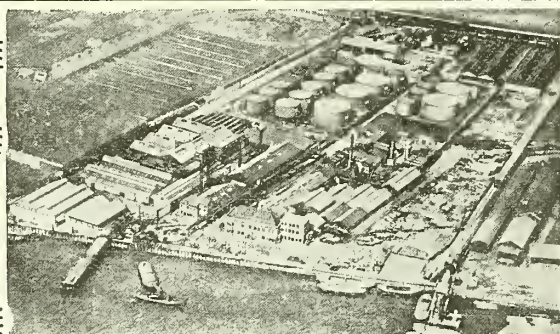
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TECHNICAL WHITE
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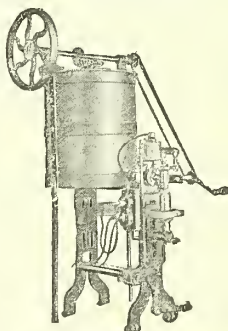
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Roberts' Original Patent BOTTLE FILLING MACHINES

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NEW PATENT SHALLOW TIN
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MACHINES enable them to be
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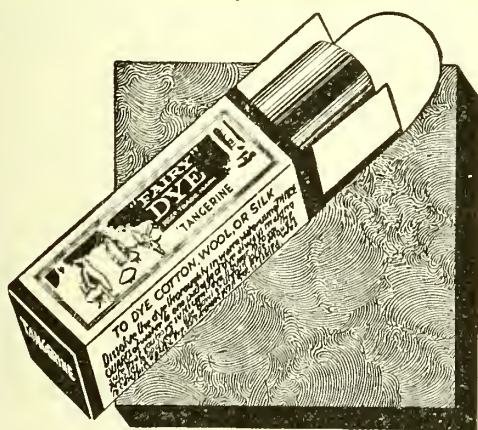
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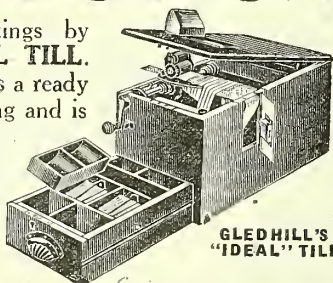
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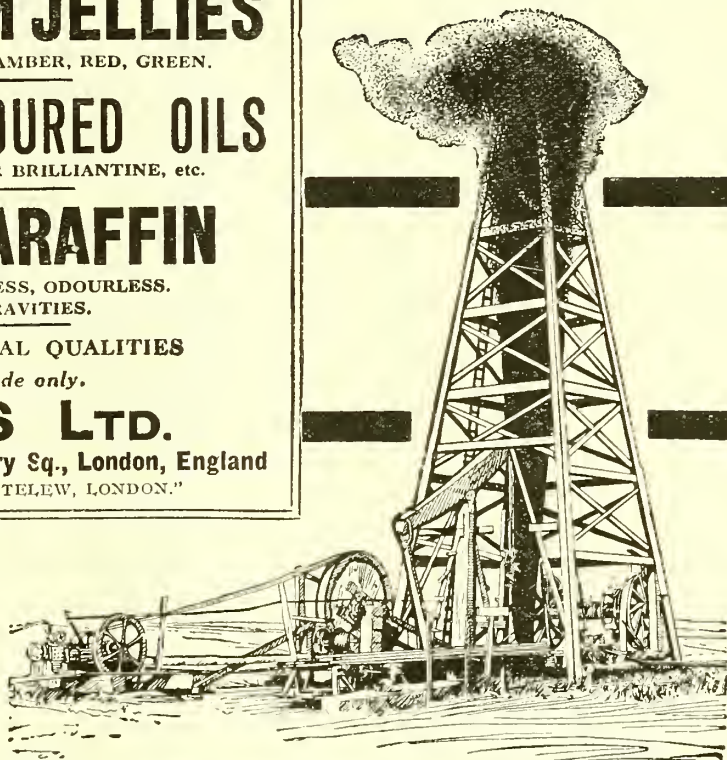
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Finest Quality and Appearance.

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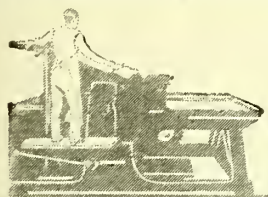
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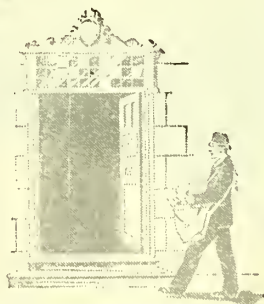
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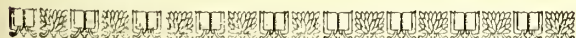
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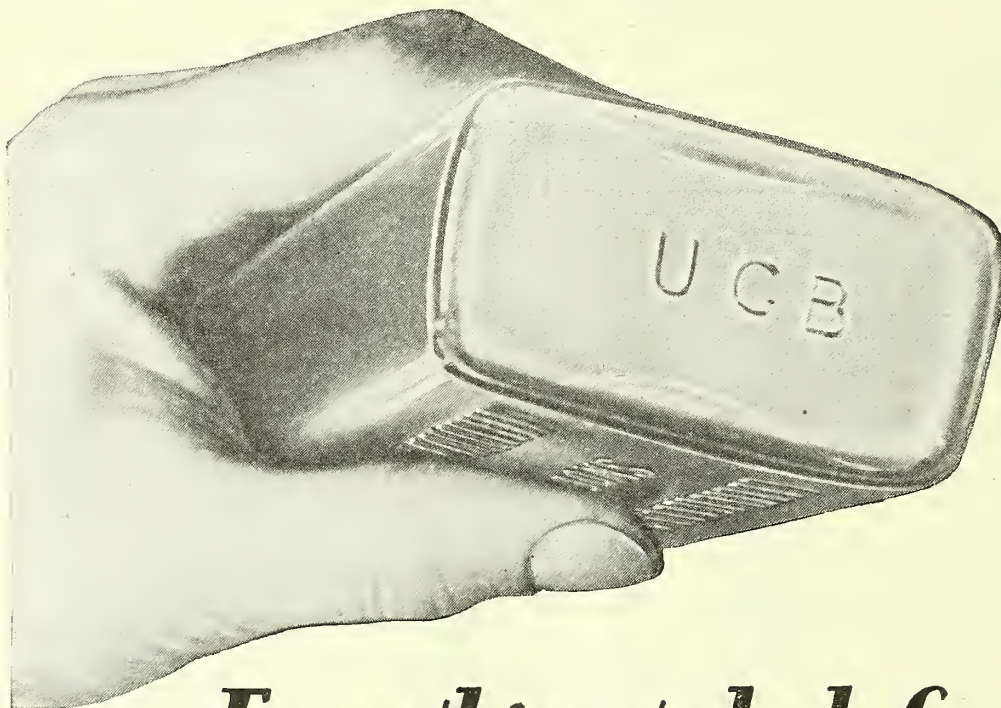
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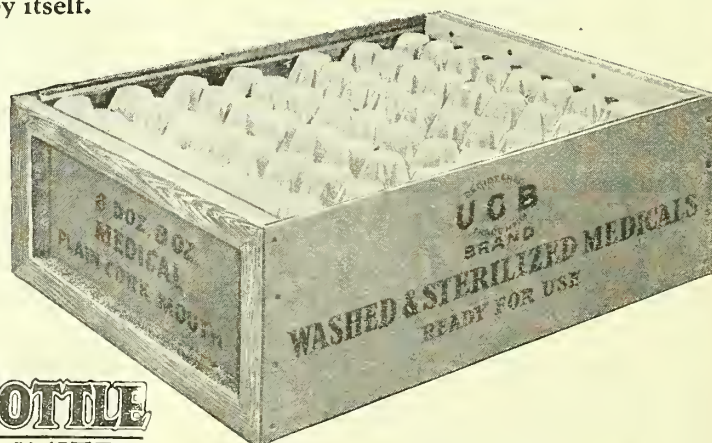
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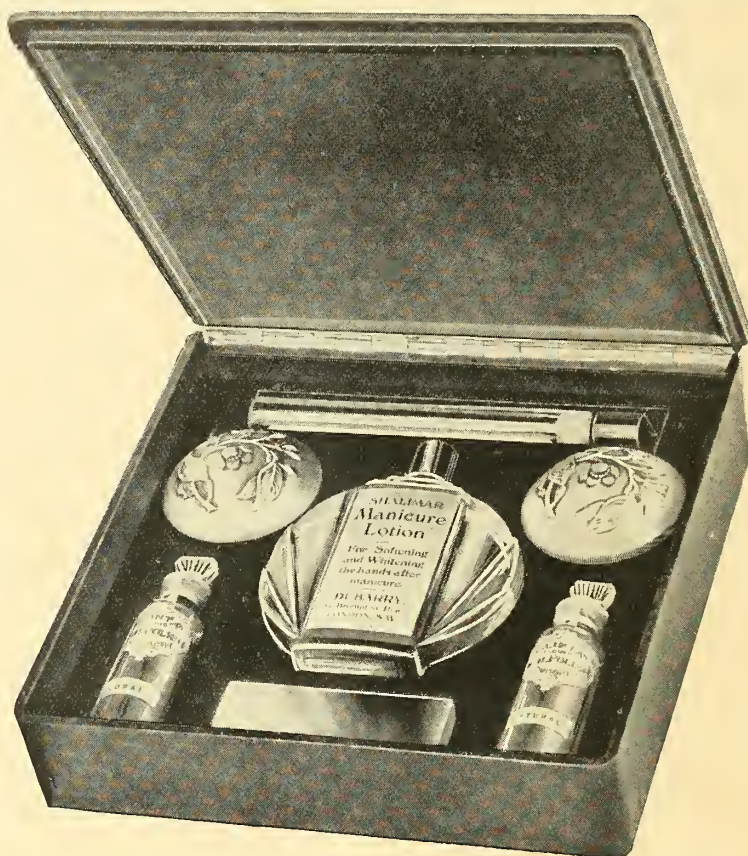
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THE CHEMIST AND DRUGGIST

SUPPLEMENT

28 ESSEX ST.
LONDON, W.C.2

NOVEMBER 28, 1931

This Supplement is inserted in every copy of The Chemist & Druggist.

THE CHEMIST AND DRUGGIST SUPPLEMENT

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1.—**PURLEY (Near)**.—Good-class Retail and Dispensing Business, with Kodak Agency and small Panel; returns about £1,500 per annum at very good prices; scope for increase under more energetic management; double-fronted shop, very well fitted and stocked; ample living accommodation; new lease; part payment entertained; sole reason for sale, vendor has purchased another business.
2.—**ALDGATE (Near)**.—General Retail Business, with N.H.I. and Photographic; established many years; returns, under management, exceed £3,000 per annum; if run by owner the net profit would exceed £800 per annum; double-fronted corner shop, well fitted and amply stocked; rent £80; long lease; valuation terms entertained.
3.—**HACKNEY**.—General Retail and Dispensing Business, with N.H.I. and Kodak Agency; established 1864; returns, present rate, £30 per week at usual prices; single-fronted shop, situate in main road; estimated value of stock and fixtures £775; living accommodation; rent £90; lease has 17 years unexpired; first reasonable offer obtains.
4.—**CHEAM (Near)**.—Middle-class Retail Business, situate in centre of new L.C.C. estate (10,000 houses); recently established; Kodak Agency; returns £26 per week; N.H.I. scripts first month 320; double-fronted shop, fitted in oak; good working stock; new lease; ample living accommodation; vendor will sell at cost; domestic reasons for sale.
5.—**EDGWARE**.—Cash Retail Business, situate in commanding position; returns under management £35 per week; double-fronted shop, handsomely fitted and very well stocked; net net £125 per annum, inclusive; price, valuation of stock and fixtures only.
6.—**WEST HAM**.—Cash Drug Store, with Kodak Agency; established 1908; returns last year £1,230; this business is situate in a district where there are immense possibilities for National Health Insurance Dispensing; net profit last year £350; good living accommodation; bathroom; freehold could be bought, or lease would be granted at £65 per annum; further details on application.
7.—**WANSTEAD (Near)**.—Cash Retail Business, N.H.I. Dispensing and Photo; returns last year £2,148, under management; gross profit £850; beautifully fitted shop, situate in main road; good clean stock; ample living accommodation at

present let off; can be had next March; rent £150; sub-let £80; long lease; price £500, plus stock and fixtures at valuation.

8.—**DEVON**.—Light Family Retail and Prescribing Business, with N.H.I. Dispensing; established 1923; returns for last financial year £2,250; usual prices; double-fronted shop, situate in main shopping centre; estimated value of stock and fixtures £1,000; good living accommodation; vendor's own property and wish to sell same; price of business £500 for goodwill, plus stock and fixtures at valuation.

9.—**ESSEX COAST**.—Old-established General Retail Business, with N.H.I. Dispensing for sale on account of retirement of proprietor; the net profits from audited books have averaged during the past three years from £350-£450; the price required is £1,650, which includes freehold property (estimated to be worth £1,200, stock, fixtures and goodwill; we are informed that under younger management there is scope for considerable increase.

10.—**BOURNEMOUTH (Death Vacancy)**.—General Retail and Dispensing Business, situate in commanding position; Kodak Agency; very old established; returns approximate £3,000 per annum; the late proprietor did not work the business to its capacity; gross profit £1,450; estimated value of stock and fixtures £1,650; upper part sub-let at £150 per annum; price £2,500, or valuation terms entertained.

11.—**WINCHESTER (Important Town)**.—Very good-class Retail and Dispensing Business, with Kodak Agency and Optical connection; established 50 years; returns last year £2,560; gross profit 40 per cent.; net profit exceeded £550; included in the turnover is about £156 from Optical; double-fronted shop; good living accommodation; reasonable rental; long lease; price £500, plus stock and fittings at valuation; if the Optical is not required the transfer of this can easily be arranged.

12.—**LIVERPOOL (Near)**.—Medium-class Retail Business, with N.H.I. and Kodak Agency; returns, under management, last year £1,108 cash plus N.H.I.; the insurance is between 300 and 400 per month; accountant's figures available; double-fronted shop, situate in very good position; house sub-let at £52 per annum; rent £100; lease; price £500 all at.

Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

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1.—SOUTH COAST.—Medium-class Business, easily worked, showing steady increase; returns £1,600; net profits £490; low rent; house attached; price £1,100.

2.—CHESHIRE.—Light Cash Retail, in central position of large town; returns under manager £1,200; scope for increase; large shop, well stocked; price £500.

3.—KENT (Death Vacancy).—Sound Light Retail, in excellent position of important town; returns over £2,000; stock and fixtures worth £1,100 to £1,200; price £1,500 and £2,000 for freehold.

4.—SOUTHAMPTON (Near).—Good-class Business showing steady increase: returns approach £1,800; modern pharmacy, in good position, well fitted and stocked; long lease; price £1,200.

5.—DEVON COAST (Death Vacancy).—Neglected Business in small seaside resort; returns about £1,250; plenty of scope; modern premises; splendid garden, etc.; stock and fixtures worth £850; price, with property, £5,000, or lease granted.

6.—HERTS (Few Miles Out).—Light Family Retail, with Kodak Agency; returns over £1,500; net profit about £450; good stock; price £850; recommended.

7.—LONDON, S.W.—Good-class Retail and Dispensing Business, returning £5/£6,000; net profit £1,000; two assistants kept; audited books; fine position; price £4,000; applicants must enclose banker's reference.

8.—ESSEX SUBURB.—Sound Cash Business, in unique position; returns over £40 weekly; net profit £11 weekly; good house; fully stocked; price £1,750, or near offer.

9.—SOUTH LONDON.—Old-established Light Retail in main road position; present returns about £1,000; plenty of scope; low rent; price £150, plus valuation; all over £500 can remain.

10.—LONDON, N.W.—Profitable Cash Retail; main road position; returns average nearly £2,200, audited figures; corner shop; long lease; moderate rent; price £1,500 for early sale.

11.—WEST KENSINGTON.—Optical Business, in main road position, making a net profit of £250; well arranged premises; long lease; price £275 all at; excellent chance.

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BUSINESSES FOR DISPOSAL.

1.—SURREY.—Chemist's business in residential district, held on lease 7, 14, 20 years, at £98 per annum. Established 4 years. Returns £26 per week. Price asked—Lease and Goodwill, £350. Fixtures and fittings, £600. Stock approximately £400. Further particulars on application.

2.—LONDON, S.E.—Acid, Drug and Chemical Business for quick disposal. Premises held on weekly tenancy at 14s. per week, returns average £25 per week. Stock and fixtures estimated at £500. Offers invited.

3.—DEATH VACANCY.—DEVON.—Cash retail dispensing business recently opened. Reasonable lease will be granted or freehold may be acquired. Returns between £1,500 and £2,000, all cash. Good living accommodation. Applications for further particulars invited.

4.—BRIGHTON.—Very old established business situate in busy thoroughfare; rent £150 p.a. Premises consist of large shop, good windows, and showrooms. Could be let off at £80 to £100 p.a. Returns £30 to £40 per week, mainly cash. Scope for improvement. Further particulars on application.

Stocktaking Valuations: We undertake this work at special rates and invite early applications.

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TUDOR HOUSE, WALSALL.

'Phone: Walsall 3774

Quotations for Stocktaking or for Pricing Chemists' Own Stock Records Supplied on Application Correspondence is invited from prospective purchasers relative to the following businesses for disposal:—

(C1) SURREY.—Good family business, pleasantly situated, and showing returns for last financial year upwards of £5,500; a 7, 14, or 21 year lease would be granted at £130 per annum; living accommodation available; purchase price approximately £3,000. (Visited and recommended.)

(C2) SOUTH YORKSHIRE.—Good class retail and dispensing business, excellently situated in pleasant and progressive town, within easy reach of delightful surroundings; returns for 1930-31 approximately £4,800, constituting an increase of over £700 on the previous year's figures; rent, £100 on lease; pharmacy well stocked and fitted; further particulars to bona fide prospective purchasers on application. (Visited and recommended.)

(C3) SOUTH-EAST (COASTAL TOWN).—High-class family and dispensing business not affected by seasonal trade; turnover upwards of £3,000 per annum; good lease; owner retiring. (Visited and recommended.)

(C4) SOUTHERN COUNTY (CATHEDRAL CITY).—Old-established high-class family and dispensing business; returns for last financial year upwards of £2,550; net profits, £550-£600; excellent living accommodation; long lease at moderate rental; pharmacy well stocked and beautifully fitted; purchase price to comprise one year's net profits for goodwill, plus value of stock and fixtures; sound genuine business. (Personally visited and recommended.)

(C5) LONDON, W.C.—Pharmacy with good scope for increase; present net profits, £500 to £600 per annum; living accommodation if required; no near opposition; reasonable purchase price. (Visited and recommended.)

(C6) LONDON, EAST.—Established retail and dispensing business with good living accommodation; turnover approximately £2,300 per annum; net profits, £600; rent, £120; lease to suit purchaser.

(C7) SOUTH-EAST COAST.—High-class pharmacy doing £35-£40 weekly; good living accommodation; long lease at moderate rental; audited accounts available.

(C8) STAFFS.—Old-established business, unopposed; turnover upwards of £40 weekly, and increasing; good living accommodation with lawn, greenhouse, etc.; rent, £70; also small branch run as Drug Store, which could be acquired separately if desired, the inclusive rental of which is £30 per annum.

(C9) LONDON, N.W.—Established retail business showing average returns of approximately £2,200 per annum; long lease at modest rental; purchase price approximately £1,650. (Visited and recommended.)

(C10) SOUTH WALES — MARKET TOWN.—Good-class business showing increasing returns; turnover for last financial year approximately £1,700; net profits, £480; modern house with all conveniences; rent, £40 per annum; lease 20 years unexpired; no opposition of note; purchase price, goodwill £250, stock and fixtures at valuation; genuine proposition, well capable of every investigation. (Visited and recommended.)

(C11) BRIGHTON.—Old-established pharmacy with extensive potentialities; turnover upwards of £1,800 per annum; no near opposition; premises centrally situated in leading shopping thoroughfare; purchase price approximately £1,050. (Visited and recommended.)

(C12) LEICESTERSHIRE TOWN.—Pharmacy with living accommodation, well situated in busy thoroughfare; average turnover £2,250 per annum; net profits approximately £500; rent, £100; lease to suit purchaser; purchase price, goodwill £300, plus value of stock and fixtures.

(C13) LONDON, S.W.—Retail business with good living accommodation; returns for 1930-31 (increasing) £1,220; no near opposition; rent, £100; long lease. (Visited and recommended.)

(C14) £400 or NEAR OFFER (MERSEYSIDE, NEAR).—Owing to acute health trouble, the proprietor of a sound, genuine business, well-situated in a good-class residential district, as above, is prepared, for a quick sale, to sell at a figure representing less than the value of stock and fixtures; accountant's figures are available to support returns, which are at present approximately £20 weekly, with good scope for increase; certified net profits for last financial year £204; exceptional opportunity. (Visited and recommended.)

(C15) BRIGHTON (NEAR).—Pharmacy, exceedingly well situated, and possessing exceptionally good potentialities; present returns (increasing) approximately £30 weekly; good living accommodation. (Visited and recommended.)

(C16) DERBYSHIRE (SMALL TOWN).—Good profit-earning business, at present being carried on as Drug Store; could be increased under qualified management, or continued very profitably on same lines; present returns approximately £25 weekly; excellent living accommodation available; owner would consider accepting £400 down, and the balance by instalments. (Visited and recommended.)

(C17) NOTTINGHAM.—Good family business, well situated in middle-class residential district; corner shop with excellent living accommodation; owner having entered the wholesale trade, is open to consider reasonable offers; present turnover approximately £20 weekly, with good scope for increase; exceptional opportunity.

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BOURNEMOUTH.—Corner premises; unique position; certain success for right man. Apply G. Jones, 74 Penn Hill Avenue, Parkstone.

BOW.—Old-established Business for immediate Disposal; 11 years' lease at £38; sub-let at £39; takings £900 (have been £1,200); business must be sold; first reasonable offer approaching £250 (inclusive) secures; a real bargain for energetic person. P.C.B. 13/40, Office of this Paper.

BRIGHTON.—Pharmacy; general cash trade; main street; good Photographic; well stocked; low rent; no rates; turnover £1,250 per annum; capable of increase; up-to-date light oak fittings, including dispensing department and office; good reason for selling; genuine opportunity; can be purchased for price of stock. 84/7, Office of this Paper.

BUCKS.—Light Retail Pharmacy, in main shopping thoroughfare of important industrial town; large double-fronted shop; house of seven rooms; held on long, valuable lease; substantial and profitable turnover in own Proprietaries; excellent scope for Optics; low price accepted for quick sale; banker's reference, please. 85/7, Office of this Paper.

BRIXTON.—Good position; Drug Stores and Photographic dealer; double-fronted shop; three rooms; good trade; first-class fittings; moderate rent on agreement; £550 all at. Porter, 105 Peckham Road, S.E.15.

EAST LONDON.—Cash Drug Store; run under management; takings £1,000 yearly; good profits; sub-let exceeds rent; new lease; price £300; good scope for improvement. 194/897, Office of this Paper.

GLASGOW.—Retail, Dispensing and Photographic (with Kodak) for Sale; presently Branch; average cash sales for five years £831; purchase price for fittings, £120; stock can be reduced to suit purchaser; medium-class locality. Replies to 85/34, Office of this Paper.

HERNE BAY.—Established over three years; third year takings £1,065; lock-up shop; rent £35 yearly; rates £11; stock approximately £300; fixtures £145; growing district and shopping centre; price £625. L. W. Browning, M.P.S., 5 Broadway Buildings, Herne Bay.

HAMPSHIRE COAST.—Good-class Pharmacy for Disposal; very easily worked; large double-fronted shop, fitted solid oak and heavily stocked; Kodak and Ucal Agencies; situated rising and popular suburb; car route; takings £1,480 and increasing; audited accounts; net profit 25 per cent.; pretty house and garden; large rooms, just redecorated; price £1,250. 86/32, Office of this Paper.

LIVERPOOL.—Mr. Harold Lomax, having been medically advised to take things easier, and having disposed of his Everton, Toxteth and Wavertree Branches, is desirous of disposing of his City Business, situated at 17 Tarleton Street (off Church Street); turnover £1,500; good profits; approaching busy Christmas season; last year, £100 drawn over busy Christmastide; well stocked (£500); fixtures and fittings, with Silent Salesman and National Cash Register (£400); quick sale price, £750. Harold Lomax, Chemist, 43 Edge Lane, Liverpool.

LONDON, EAST.—Chemist Business for Disposal; main road; trams and buses pass; £10 to £15 per week; 300 N.H.I. a month; rent £60; rates exceedingly low; suit recently qualified; excellent scope for Optics; £450 or offer for superior fittings, stock and goodwill. 86/33, Office of this Paper.

LONDON, S.E.—Handsome Pharmacy, well stocked and beautifully fitted in mahogany; large house, in excellent condition, at very low rental; £90 on long lease; main road; little N.H.I.; chiefly Dispensing; own Proprietaries and Homeopathic; very profitable; takings approximately £1,500; accept low figure as proprietor must get away at once. "Pharmacist," 86/5, Office of this Paper.

S. F. CLARK, F.N.A.A. 'Phone: Richmond 2210
CHEMISTS' VALUER AND TRANSFER AGENT
 34 Marksbury Avenue, Richmond, Surrey.

SURREY.—Good opportunity for "worker" to acquire business, with living accom., in unopposed area, doing £1,400, has done £1,600. Capable of development in younger hands. Audited A/cs. Details of this, also other propositions, gladly furnished.

NORTH DEVON.—Family Retail Business for Sale; turnover, last year, £2,248; audited accounts; the premises are in a good position and the shop is well fitted and stocked; living accommodation; vendor wishes to sell property; price of business £500 for the goodwill, and the stock and fixtures at valuation. 194/898, Office of this Paper.

NORTH LONDON (Main Shopping Road).—Dispensing and Photographic; long lease; low expenses; good living accommodation; large N.H.I.; stock and fittings worth about £550; price £750 all at, or valuation terms entertained. Preston & Partners, Valuers, 29 Ludgate Hill, E.C.

LANCS. COAST.—Business for Sale; corner position in healthy and growing district; double-fronted; good Photographic; well stocked; nicely fitted; price £800. Apply 85/10, Office of this Paper.

REDBOURN (Herts).—Retail, Photographic, Agricultural Business; returns £700; N.H.I. 200 a month; long lease; low rent and rates; easily worked; scope for increase with side-lines; well stocked and fitted; price £500; no opposition within four miles. Particulars, "Chemist," 70 High Street, Redbourn, Herts. 'Phone: Redbourn 3.

SUFFOLK.—Important old-established Business in best position; excellent shop; turnover £5,000; also Branch in smaller town close by; price for whole, including freeholds, goodwill, etc., £5,500; s.a.v. 194/893, Office of this Paper.

SUSSEX COAST.—Business, easily worked single-handed; mostly counter trade; steadily increasing; net profit £450; rent, on lease, £35; stock and fixtures £700; good living accommodation; near sea; owner, having larger business in view, open to reasonable offer. Full particulars to cash buyers. 74/17, Office of this Paper.

CHARTERED Accountant has for sale as a going concern small British Business (Limited Company) manufacturing Toilet and Beauty Preparations and kindred articles. Full particulars in confidence to genuine inquiries on business note-paper; no agents. 194/887, Office of this Paper.

ILLNESS COMPELS EARLY DISPOSAL.—Main road Pharmacy, West London, excellently fitted and stocked, and doing now approximately £35 per week at good profit; favourable lease; genuine buyers with cash only need inquire; arrangements to pay £600 down and remainder to suit convenience will be considered. Apply P.C.B. 14/6, Office of this Paper.

GOOD, sound, well-established Business; good position on one of the main roads of large South Coast town; very good Toilet and Photographic trade; well stocked; turnover £40-£50 weekly, audited accounts; low overhead charges; proprietor has had to move for domestic reasons. 83/5, Office of this Paper.

£25 (landlord won't transfer tenancy) buys entire Drug Store with present stock, mahogany fitted, for removal, including 7 ft. block Dispensing Screen, Desk Case, bent upright Case, two ranges Shelving (20 ft.), Drawers, Mirrors, Rounds, Scales, Weights; purchaser's fare paid; owner absolutely retiring. Hague, 24 Old Street, Ashton-under-Lyne.

APARTMENTS.

RESIDENTIAL CLUB FOR GENTLEMEN.

HAMPDEN CLUB, Hampden Street, N.W.1, close to King's Cross Station. Large club rooms. 300 bedrooms and bed-sitting rooms, 15s. to 25s. per week. Illustrated Prospectus, Secretary. Museum 3424.

PARTNERSHIPS.

QUALIFIED Chemist seeks Partnership in good-class Dispensing Business; capital up to £300. 85/16, Office of this Paper.

BUSINESSES WANTED.

BERDOE & FISH are in urgent need of sound Businesses in all parts; cash buyers with capital up to £3,000 waiting to take immediate possession; correspondence from intending vendors cordially invited; quick sales negotiated privately. Transfer Offices, 41 Argyle Square, King's Cross, W.C.1. Phone: Terminus 3574.

CHEMIST, with fair amount capital, wishes to purchase genuine business doing approximately £1,500-£2,000 per annum; would also consider working partnership, or manage with view to succession; banker's, etc., references available; free now; last 12 years successful proprietorship; home counties preferred. 85/38, Office of this Paper.

LONDON AREA.—High-class Chemist's and Optician's Business required; capital available £3,500; audited books essential. Apply, giving full particulars, 86/26, Office of this Paper.

WANTED in Yorkshire, North preferred but not essential, a sound country or suburban Business; turnover £35-£40 weekly. 86/36, Office of this Paper.

AGENCIES.

AGEN, with substantial capital, wanted for sale of extraordinarily effective Remedy (nothing approaching it has ever yet been achieved) for stomach trouble, excess of gastric acid, stomach and intestinal ulcers, etc.; must place firm orders and be responsible for advertising expenses. Reply to "Likvozil" c/o Rudolf Mosse, Ltd., 125/130 Strand, London, W.C.2.

PATENTS.

THE proprietor of British Patent No. 258,704, dated July 18, 1925, relating to "Improvements in a Process for Making Pills having an Oily Material as one of the Ingredients," is desirous of entering into arrangements by way of a license or otherwise on reasonable terms for the purpose of exploiting the above patent and ensuring its practical working in Great Britain. All inquiries to be addressed to B. Singer, Steger Building, Chicago, Illinois.

PREMISES TO LET.

A MODERN Factory for light manufacture, well positioned, with gas and electricity, adjacent to East Croydon Station. Photo and particulars, 194/894, Office of this Paper.

SITUATIONS OPEN.

RETAIL (HOME).

LIVERPOOL.—Qualified Assistant required for late evening duties. State full particulars as to time available, etc. 194/892, Office of this Paper.

LONDON, N.W.—Capable, unqualified Assistant required; must be first-class Dispenser; one with London experience preferred. State salary, age, experience, etc. 86/25, Office of this Paper.

MANCHESTER.—Experienced Unqualified Counter Assistant required, accustomed to high-class pharmacy; lady or gentleman; business ability, courtesy and interest in work essential; age 25 to 35. Give full particulars in reply; no stamp or photograph desired. 85/17, Office of this Paper.

MIDDLESEX.—Wanted, immediately, unqualified lady Assistant for Dispensing and Counter. State age and salary required. 195/901, Office of this Paper.

JUNIOR Assistant, unqualified (male), for good-class Dispensing business. Apply, by letter, giving full particulars as to age and experience, W. E. Cane, 10 Gloucester Road, South Kensington, S.W.7.

JUNIOR Assistant wanted, first-class Counter experience, capable Dispenser. Apply Oxford Drug Co., Ltd., Oxford.

LADY Assistant wanted immediately (qualified); neat and accurate Dispenser, with experience of good-class Family trade. Write, stating age, salary required, with copies of testimonials and photo (which will be returned). Neville Booth, 44 Cannon Hill, N.14.

VACANCY IN IMPORTANT PHARMACEUTICAL HOUSE

Post Vacant for man to take charge of Ampoule department. Affords unusual chance for advancement. Applicants should give full particulars of training and experience, or indicate their knowledge of this particular work.

Applications will be treated as strictly confidential.

Apply Box 194/896, Office of this Paper.

QUALIFIED Manager, with experience of working-class trade, required immediately for East London; salary £5. Please state age, height, experience, married or single, and enclose photo (if possible), to be returned. Only those whose credentials will permit of the most searching investigation need apply. 84/15, Office of this Paper.

QUALIFIED Branch Manager wanted for December 14th for Midland industrial town; working-class business, with N.H.I. and Photographic; married man preferred; living accommodation on premises. State age, height, experience, references, salary required and if at liberty. Enclose photo if possible (returnable). 85/32, Office of this Paper.

WHOLESALE.

COUNTER Hand wanted for Wholesale Manufacturing Chemists and Druggists in Manchester district; must be experienced in Wet and Dry Counter work. Write, giving full particulars, past experience, and wages required, 194/891, Office of this Paper.

LADY Book-keeper-Typist required; knowledge of full set of books, general office routine. Apply, by letter, stating experience and wages required, Buckley-Bowker Tablet Co., Ltd., 29 Parkfield Street, Islington, N.1.

MANUFACTURING Chemists require an experienced right-hand man for Office Routine and Warehouse; must be good organiser, capable of managing staff and travellers, dictating letters, and working on own initiative; one with knowledge of marketing local anaesthetic and anti-septics given preference. State age, previous experience, and salary required. P.C.B. 14/3, Office of this Paper.

PROCESS Worker required by long-established London house, experienced in preparing Concentrated Infusions, Plasters, Syrups, Emulsions, Ointments, etc. State particulars of previous employment, age, and if disengaged, to 194/889, Office of this Paper.

REPRESENTATIVE, young, to call upon Hospitals and Nursing Homes; preferably M.P.S. who has had Hospital experience. State age and give full particulars. 194/890, Office of this Paper.

REPRESENTATIVES required, with good connection, to sell first-class lines to Chemists only, on commission basis, for old-established house; territories open, London (2), South Coast and Eastern Counties; an excellent proposition. Reply, giving full details of record, turnover, references, to 84/34, Office of this Paper.

TRAVELLER-CANVASSERS, all districts London and suburbs, sell 6d. series of Formulated Remedies; must have served bona-fide apprenticeship to chemist; generous commission. Apply 301 Wandsworth Bridge Road, Fulham, S.W.6. Phone: Fulham 3292.

COLONIAL, INDIAN AND FOREIGN.

E. AFRICA.—Lady Pharmaceutical Chemist required in Departmental Stores (British) in Eastern Africa; must have had trading experience; age about 26 to 30; 3 years' agreement; passages paid; quarters provided. Write, stating qualifications, age, and details of experience (send copy testimonials only), to "N. S." c/o J. W. Vickers & Co., Ltd., 24 Austin Friars, E.C.2.

EGYPT.—Correspondence invited from gentleman shortly proceeding to Egypt, visiting Hospitals, Doctors and Chemists; opening occurs for part representation; knowledge of French essential. State age, qualifications, references, etc., to "A. W.," 194/895, Office of this Paper.

SWEDEN.—Chemist, well informed in Starch, Glue and Paste Manufacture, with practical and complete knowledge in these lines, wanted by a new factory started in Sweden. Complete application, with photograph, marked "Wallsize," Swedish Chamber of Commerce for the United Kingdom, 14 Trinity Square, London, E.C.3.

UNITED STATES OF AMERICA.—A Pharmaceutical house of high standing requires the services of an Assistant Manufacturing Chemist; experience in Alkaloid production necessary; present chief chemist is an Englishman of several years' experience in the United States, and feels that position offers an excellent opportunity to the right man. Apply, with particulars of experience, salary required, etc., to "Chief Chemist, U.S.A.," 194/881, Office of this Paper.

SITUATIONS WANTED.

RETAIL (HOME).

A.A.A.A.A.—M.P.S., 25, desires berth as Manager or Assistant; 6 years' London and provincial experience; excellent references; disengaged shortly. Harris, 79 Selson's Avenue, N.W.10. 'Phone: Willesden 4278.

A.A.A.A.—UNQUALIFIED; 40; 5 ft. 8 in.; experienced; permanency preferred; abstainer; disengaged. Alexander, 189 Southampton Street, S.E.5.

A.A.A.—QUALIFIED, 10 years' managerial experience, open for re-engagement; Locum or permanency; accustomed to control; highest references; any locality. "Pharmacist," 12 Nutfield Road, Thornton Heath, Surrey.

A.A.A.—QUALIFIED Pharmacist requires position; age 23; reliable and energetic; tall and smart in appearance; salary moderate. "Pharmacist," 42 Chapel Street, Heath Hayes, Stafford.

A.A.A.—SCOT, unqualified, 29, desires evening and Sunday work, the latter preferred, but not essential; good Counter and Dispensing experience. "Mac," 76 Hillfield Road, N.W.6.

A.A.—GRACE RENNIE, Pharmacist, as Locum; highest credentials; Hospital, L.C.C. and Retail. 'Phone: 448, Hastings. "Craig-y-Don," Marina, St. Leonards-on-Sea.

A.A.—QUALIFIED; 30; tall; has been doing locum lately; good experience, including West End and City; previous experience as Manager. "Druggist," "Ferndale," Chessington Road, West Ewell, Surrey.

A.A.—QUALIFIED; 27; 10 years' experience; Prescriber, Dispenser, Salesman, Window-dresser. "J. W.," 28 Willoughby Road, Acton Vale, W.3.

A.A.—ASSISTANT or Locum; unregistered; Dispensing, Counter, Windows, Photography, Prescribing, Stock; experienced. Harries, 24 Kincraig Street, Cardiff.

A.—QUALIFIED; 27; Manager or Assistant; capable; energetic; free immediately. 4 Gt. Elms Road, Bromley, Kent. Ravensbourne 0054.

A.—QUALIFIED; 35; married; 8½ years' Manager; thoroughly experienced all branches. Griffiths, 42 Pembury Road, London, E.5.

A.—29; qualified; married; 14 years' experience, all branches; 6 years managing; disengaged. "Chemist," 4 Walmsley Road, Broadstairs.

A.—WHAT offers? Scot; 28; qualified; 10 years' experience; competent Dispenser; not afraid of work; Scotland preferred. "Chemist," 1 Queen Square, Glasgow.

A.—QUALIFIED, 25, single, requires berth with good house; good Counterman and reliable Dispenser; moderate salary; disengaged shortly. 85/21, Office of this Paper.

A.—LONDON. Ph.C., 23, wishes to obtain high-class London experience; moderate salary; good references. 86/17, Office of this Paper.

A.—MANAGER, qualified, 35, desires permanent or Locum post; town or country; recommended. Catt, 5 Chelsham Road, S.W.4.

A.—SQUARE-TRAINED Chemist (lady), 23, desires permanency or Locum; Retail; anywhere; highly recommended. 8 Alder Road, Folkestone.

A.—QUALIFIED young gentleman, 26, desires position in good London business; first-class experience in all branches, including West End, Colonial and Export; Public School education; gilt-edged testimonials. "Mens Sana," 86/35, Office of this Paper.

A.—RELIABLE, unqualified Assistant, experienced and dependable worker, excellent references, 8 years with present employer, seeks permanent or temporary position; available any time. March, 69 Summerhouse Avenue, Heston.

A.—ACTIVE; unqualified; experienced; middle-aged; reliable Dispenser; Stock; successful Manager; Locum, permanent. Fletcher, 91 Duncombe Road, Holloway, N.19.

A.—ACTIVE, capable Assistant; unqualified; 9 years' experience, Dispensing, Window-dressing, Photography, Counter. N. Bimson, 69 Victoria Street, Crewe.

A.—S Locum or general help; over 30 years' experience; heavy Panel, Counter, Books, Buyer, Salesman, Prescriber; neat, clean and quick worker. "G.," 130 Scott-Ellis Gardens, N.W.8.

A.—S Manager or Assistant; qualified; 28; tall; fully competent and reliable; managerial experience. "Chemist," 57 Fairlop Road, Leytonstone.

A.—S Manager, Assistant or Locum; qualified; excellent experience and references; low salary; disengaged. Cragg, 71 Wilford Road, Ruddington.

A.—S Locum; qualified; 33; Assistant or Manager; disengaged. 'Phone: Rodney 2719. "Chemist," 50 Grove Lane, Camberwell, S.E.5.

A.—SSISTANT, unqualified, requires permanent position in London; thorough knowledge of all branches of pharmacy; 7 years' first-class experience; excellent testimonials. R. Camac, 11 Botha Road, Plaistow, E.15.

A.—SSISTANT; unqualified; 22; honest; trustworthy; West-End, seaside and City experience; accurate Dispenser; N.H.I.; good Window-dresser, smart Salesman; Photographic knowledge. "C.," 44 Turneville Road, W.14.

A.—SSISTANT, qualified, 23, first-class West-End and provincial experience in all branches, seeks situation in London or provinces. James, 25 Aberdeen Park, N.5.

A.—SSISTANT, 22, unqualified, desires post in London or Eastern Counties; 6 years' good all-round experience; disengaged shortly. H. Gooch, 67 Station Street, Walton-on-Naze.

A.—SSISTANT; unqualified; age 35; temporary or permanent; London districts; interview or particulars. "Advertiser," 35 Dupont Road, West Wimbledon.

C.—CAPABLE, unqualified gentleman seeks progressive situation; would invest small sum in genuine business. Wishart, 4 Trafalgar Street, York.

C.—CAPABLE Assistant; 20; good all-round experience, Dispensing, Counter, Photographic, Window-dressing; available immediately. "Chemist," Station Buildings, Grove Park, S.E.12. 'Phone: Lec Green 0471.

C.—CHEMIST, 28, requires permanency as Manager in New Year; sound business man; 12 years' experience; present position 3 years as first assistant in leading provincial shop. "Chemist," 40 Yarm Road, Darlington.

C.—CHEMIST (28), Scot, desires permanency, Manager or Assistant; five years as manager; any district; excellent references; free now. Replies to Ferguson, 29 Philip Street, Falkirk.

D.—DISENGAGED.—Unqualified; tall; Scot; 20 years' first-class experience; Dispensing, Counter, Photo; seaside, country, London; business builder; quick, clean, accurate; permanency. Johnstone, 5 Babington Road, Streatham, S.W.16. 'Phone: 1087.

E.—EXPERIENCED Chemist, qualified, 35, desires post, Manager or Assistant; Partnership entertained. "Chemist," 21 Church Road, Hanwell.

NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensues. Strict attention to this detail will be appreciated.

GENERAL Assistant requires position; Wholesale or Retail; two good references; wages 50s. or 55s. Apply J. Goswell, 138 Peabody Buildings, Stamford Street, Blackfriars, S.E.1.

GENTLEMAN, M.P.S., 28, possessing personality and ability to increase turnover, as Manager or Senior; good appearance and address; excellent all-round experience, London and provinces; competent Dispenser, Window-dresser, Photographics, keen Buyer, Prescriber; excellent references; disengaged. 86/4, Office of this Paper.

KEEN, 39, unqualified, accustomed all branches of trade, desires permanency; present position 5 years. "Assistant," Bagdad Cottage, Shaftesbury.

LADY Dispenser (Hall); disengaged; experienced Typist, Book-keeper; excellent references; Surgery or Hospital. 84/6, Office of this Paper.

LADY Dispenser (Hall) requires post, whole or part-time; London area; experienced. "R," 60 Horsenden Lane, Greenford, Middlesex.

LADY, qualified, 22, desires position; disengaged; salary moderate; all-round experience. Ruffel, 7 Taviton Street, London, W.C.1.

LADY Assistant; whole or part-time; good Dispensing and Retail experience. "D," 403 Romford Road, Forest Gate, E.7.

LADY (Hall), thoroughly experienced, Dispensing, Counter, Book-keeping and Window-dressing, requires post with good-class Chemist. 85/31, Office of this Paper.

LOCUM, full or part time; registered R.P.U.; qualified; middle-age; undeniable references. "L," 19 Marjorie Grove, S.W.11.

LOCUM; full or part-time; excellent references. "S. S.," 135 High Road, Lee, S.E.13.

LOCUM; qualified; young; good all-round experience; splendid references. "Leicester," 86/170, Office of this Paper.

LONDON.—Qualified Assistant or Manager; abstainer; capable and trustworthy. Thomas, 37 Downs Road, Clapton, E.5. Phone: Clissold 1448.

MANCHESTER DISTRICT.—Qualified seeks change; well experienced all branches, private and multiple; smart Salesman, business builder. 195/899, Office of this Paper.

MANCHESTER DISTRICT.—Young, qualified Pharmacist requires post; good experience and appearance. Ayers, 70 Cowesby Street, Moss Side, Manchester.

M.P.S. seeks situation. Superintendent or Dispenser; terms moderate. "Pharmacist," 3 Tomlin's Terrace, E.14.

M.P.S., 27, desires position as Assistant or Manager; one year with large multiple firm as manager in highest class pharmacies; keen Salesman and business builder, Window-dresser, Optics, Photography; conversant German; highest credentials; London or near preferred, not essential; free on November 30. 26 Newick Road, London, E.5.

MR. C. K. GREGORY, of Cheltenham, strongly recommends Miss E. A. Graves as a qualified Assistant with all-round experience. Address 1 Glendale Villas, King's Road, Cheltenham.

M.P.S. (lady, 23) desires position, London or suburbs. Please state particulars. "D. E. H.," 1 Hopefield Avenue, Brondesbury Park, N.W.6.

M.P.S.; 23; Assistant or Manager; capable all branches pharmacy; thoroughly trustworthy and reliable; well recommended; moderate salary if prospect of advancement. "Pharmacist," 14 Bexley Mount, Harehills Road, Leeds.

M.P.S. (gentleman); middle-aged; any capacity; light hours; salary £2 10s. per week. "S.," 32 Steyne Gardens, Worthing.

OPEN to accept an engagement; part or whole time; terms reasonable. Burton Middleton, M.P.S., 4 Dovedale Road, S.E.12.

PART or full time; unqualified; excellent references; West or South-West area preferred. "Alpha," 41 Selwyn Avenue, Richmond.

PART or whole time; Dispensing, Counter, etc.; many years' London experience; London district. Crowther, 18 Elm Road, Beckenham.

PERMANENT, part time to suit you; unqualified; 10 years' busy Retail; expert Dispenser; hard worker all branches; young; 6 ft.; interview; London. "Optician," 36 Grove Street, E.1.

PHARMACIST, good experience, desires position as Manager or Assistant; young and energetic. "Chemist," 30 Harwood Street, N.W.1.

POSITION required, view Partnership or succession, small Wholesale or Retail; unqualified; 15 years' experience; keen; energetic; excellent references. 86/11, Office of this Paper.

PRIZE Window-dresser; neat Dispenser, smart Salesman; 24; disengaged; good references. Taylor, 31 Cumberland Street, Cardiff.

QUALIFIED Assistant requires situation; tactful Salesman, good Dispenser; young; excellent references; disengaged; all-round experience. Massey, Pilsley, Chesterfield.

QUALIFIED Manager or Assistant, 22, 5 ft. 10 in., desires permanency in London or the Midlands; used to quick Dispensing and Counter; capable and energetic; excellent Window-dresser. "Chemist," 157 Harrow Road, Leicester.

QUALIFIED; 32; tall; 17 years' all-round experience; willing to invest; disengaged; London or West. "C.," 239 Stapleton Road, Bristol.

QUALIFIED Manager; at liberty; 31; married; excellent varied experience, including Continental; competent surgical appliance fitter; good references; absolutely reliable. F. Hancox, 36 Moorside Road, Heaton Moor, Stockport.

QUALIFIED lady, 26, desires post; Locum or permanency; 10 years' experience, Scotland, London and South of England; excellent testimonials. 85/27, Office of this Paper.

QUALIFIED Chemist desires position, Locum or permanency; excellent varied experience, including City and West-End; good references; free now. John Roland, 341 High Street North, London, E.12. Phone: Grangewood 2161.

QUALIFIED, also F.S.M.C.; sound experienced Manager, courteous; married; preferably with living accommodation; disengaged now. "Integrity," 86/6, Office of this Paper.

QUALIFIED Chemist, age 24, seeks post as Branch Manager or Assistant; 7 years' first-class experience; excellent references. 86/30, Office of this Paper.

UNQUALIFIED, 24, desires situation immediately, Wholesale, Retail or Hospital; 25 miles London; competent and reliable; all-round experience; tall and smart; Inter-B.Sc. (London). 47 Park Drive, Baldock, Herts.

UNQUALIFIED; 24; first-class Dispensing experience, City, West End and country; good references; disengaged. C. Hunter, 7 Redburn Street, S.W.3.

UNQUALIFIED; 40; 24 years' experience; 8½ years last position; now disengaged. "P. P.," 36 Atherfold Road, Stockwell, S.W.9.

UNTIL CHRISTMAS.—Pharmacist, shortly opening own business, requires temporary post in London or suburbs; excellent Salesman and Dispenser; salary £4 per week. "Chemist," "Rothsay," Shepherds Lane, Dartford, Kent.

YOUNG lady (Hall certificate), good Dispenser and Counter knowledge; recommended by present employer; free end of December; good-class Family business preferred. Seaward, 11 Highbury Grange, N.5.

YOUNG lady Assistant Dispenser (Hall); good worker; excellent references; within travelling distance of Brighton. 8 Prestonville Road, Brighton.

YOUNG lady, Matriculation and Hall, desires post; excellent all-round experience, reliable, energetic; disengaged. Ballin, 43 Corporation Road, Cardiff.

YOUNG lady (Hall) desires post; keep books or drive car; home or on Continent; fluent French. H. A. Thomas, Duke Hotel, Bratton, Wilts.

YOUNG M.P.S. requires post; tall; some experience as Manager; excellent testimonials. Loveday, "Sunnyside," Old Buckenham, Norwich.

YOUNG lady (Welsh) desires post as Assistant Dispenser with Chemist or Doctor; Hall in dispensing; quick and reliable; excellent testimonials. 86/34, Office of this Paper.

WHOLESALE.

A **QUALIFIED** Pharmacist, 25, disengaged, seeks progressive position in Representative or administrative capacity with firm of repute; first-class experience as Medical Detail Representative and excellent Pharmaceutical training; proved interviewing ability; requisite personality; smart appearance; knowledge Anatomy, Therapeutics; resident London; experienced car driver; free for interview any time. 85/9, Office of this Paper.

A **WELL-KNOWN**, capable Representative requires engagement; wide experience medical propaganda and sales to trade; excellent connection Doctors, Chemists in provinces. "Kismet," Mill Lane, Rustington, Sussex.

WE REQUIRE BRITISH MADE METAL ATOMISER FITTINGS



Bulbs and Bottles are now made in Britain. Can you help us to complete the product by having British made fittings?

Reply to 194/888, Office of this Paper.

A YOUNG man, 10 years' Retail experience, desires progressive position as Representative with a first-class firm; Drugs, Sundries or Toilet goods; London or Home Counties preferred. P.C.B. 13/31, Office of this Paper.

A YOUNG man, age 27, desires progressive position in Wholesale house, view to representation; Perfumery or Drugs. 84/24, Office of this Paper.

AN experienced Representative, extensive connection with London Chemists, Doctors, Hairdressers, etc., requires engagement; conversant with Drugs, Sundries, Toilets. 195/900, Office of this Paper.

CHEMIST, with wide Retail experience, organising ability and initiative, seeks some responsible position with large Retailer or Wholesaler where a progressive outlook can be entertained; any branch of Drug trade or marketing of Proprietary Medicines entertained; good knowledge of company law and financial development. 85/40, Office of this Paper.

GENTLEMAN Representative (Pharmaceutical lines), calling on Doctors, Hospitals, Nursing Homes and Chemists, would like to represent two other well-known first-class Manufacturing Chemists on small salary, expenses and commission basis; London and suburbs and South Coast. 85/110, Office of this Paper.

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LANCASHIRE, YORKSHIRE, CHESHIRE. — Well-known Representative, with genuine connection, desires progressive change with established house; thoroughly experienced; recommended. 86/21, Office of this Paper.

LADY Representative (Pharmaceutical Products), used to introducing new preparations, etc., to Doctors and Nurses, wishes to hear from first-class Manufacturing Chemists to introduce their Preparations on salary, expenses and commission basis; London and suburbs and South Coast districts. 85/11, Office of this Paper.

CLEAR OUT—your Old or Damaged Stock of Photo Goods

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S. E. HACKETT, 23 July Road, Liverpool

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Write for particulars—**ARTHUR J. GILLIAN, Gen. Sec. 149 NEWINGTON CAUSEWAY, LONDON, S.E.1**

QUALIFIED, 24, requires position in Wholesale House or Laboratory with prospects of advancement; excellent references; buying experience; medium height. "Chemist," 69 Cecil Street, Manselton, Swansea.

QUALIFIED Chemist, Works Manager, desires responsible position; 14 years' all-round experience, manufacturing and packing; excellent references. P.C.B. 13/38, Office of this Paper.

TABLET Maker and Coater; disengaged; thoroughly experienced in all processes and up-to-date methods; good references. "Tablets," 73 Clouesley Road, Barnsbury, N.1.

TABLETS, PILLS, etc.; all-round experience; energetic; enthusiastic; young; disengaged; seeks position. "Tablets," 33 Neckinger, London, S.E.16.

WORKING Foreman (reliable) seeks situation; considerable experience manufacturing Pharmaceutical and Toilet Preparations. "L. B.," 51 Farmilo Road, Leyton, E.17.

YOUNG man, with 8 years' experience, seeks situation on Wet or Dry Counter; any part of country. W. Gibbs, 9 Wall Street, Islington, N.1.

MISCELLANEOUS.

ATTRACTIVE DISPLAY FOR CHRISTMAS is required to increase your Sales. We can help you do this by supplying Window Shelving, Sets for Counter Display, smart Show Cases to show special and seasonable goods, also an abundance of Interior Fittings and Fixtures suitable for a large store or small shop. Buy now while prices remain low. RUDDUCK & CO., 219 and 227 Old Street, London, E.C.1.

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EXCHANGE COLUMN.

WANTED.

THE CHEMIST AND DRUGGIST DIARY for 1930; five shillings offered. P.C.B. 13/20, Office of this Paper.

SHOEFITTINGS, FIXTURES AND UTENSILS wanted for small pharmacy. Fullest particulars, "Chemist," 190 Reads Avenue, Blackpool.

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